A U.S. DEPARTMENT OF COMMERCE WEEKLY

International Commerce

December 25, 1967

International Trade Winds

Company News

BANKING—Bankers Trust Co. has just opened a new representative office in Tokyo, its tenth overseas venture in the past 18 months. Last year Bankers Trust became the first American bank to raise money overseas through the use of convertible debentures. Proceeds from the $20 million worth of debentures were used to make equity investments in banks in Antwerp, Brussels, Frankfurt, London, Lausanne and Taiwan.

INDUSTRIAL RESEARCH—Battelle Memorial Institute, Columbus, Ohio, has received a contract to study methods for improving the production and utilization of Brazilian coal. Battelle will work with MONTOR, a Brazilian consulting firm, on the project, sponsored by the Brazilian National Bank for Economic Development. Feasibility studies will be made to determine ways of developing new coal-based industries for the state of Santa Catarina in southern Brazil.

PETROCHEMICALS—Petroleo Brasiliero, S.A., Rio de Janeiro, has begun production of butadiene at its plant outside of Rio, using a dehydrogenation process developed by the Houdry Process and Chemical Co., a division of Air Products and Chemicals, Inc., Allentown, Pa. The new facility is designed to produce 33,000 metric tons annually of butadiene from N-butane and butylene, and is the first of its type in Brazil.

METAL PRODUCTS—Metallurgical International, Inc., New York, has appointed the Axel Johnson Group, Stockholm, Sweden, as exclusive distributor for Metallurgical International's products in Sweden, Denmark, Norway, and Finland. The Johnson Group will market the U.S. firm's "Coldstream" high-alloy refractory metal and PTFE polymer powders, as well as metals and other ferroalloys in the Scandinavian countries. Sales of Metallurgical International's products in continental Europe are handled by Societe Commerciale Mines, Minerais, et Metaux of Brussels.

Newsletter

"World's biggest growth industry." It's international trade, says President Johnson. "We must continue to provide leadership in international trade policy to realize its vast potentialities and share fully in its benefits." That summary is at the heart of the U.S. position on Kennedy Round tariff gains.

"Our next generation of products" will be the beneficiaries of the Kennedy Round tariff reductions, says Stewart-Warner Corp. foreign sales director C. W. Van Allen. He refers to the fact that the reductions become effective over a five-year period. This strikingly forward-looking view is further reflected in his comment that Stewart-Warner's broad line of automotive and industrial items will be "perhaps manufactured under a completely different set of conditions."

What was so different about a container that left Baltimore harbor a couple of weeks ago for Antwerp? It contained cargo from nine different shippers. Thus began a new era of consolidated shipments by container, governed by a new rule of the North Atlantic European Shipping Conference. Baltimore's service, by Intermodel Transports, assists exporters with less-than-container loads.

More than half of the prospective purchasers and users of Packard Instrument's line of scientific measuring equipment in Thailand came to a between-regular-shows promotion the company staged at the Bangkok U.S. Trade Center. And the rest of them are identified through lists worked up by the center and the U.S. Embassy commercial staff in Bangkok, according to Packard official Philip Kreveld. The firm came away with a healthy sales total, a newly-appointed agent for Southeast Asia, and a reservation for a second version of its lively three-day promotion in November 1968.

The U.S.A. is convention country. The U.S. Travel Service is telling that story to overseas members of your worldwide professional groups, trade associations or affiliates and agents of your own company, in a new booklet "Conventions-Congres-Versammlungen U.S.A." It emphasizes "the pulse, zest, excitement, ambience of the vast American economy . . . perfect weather . . . superb facilities of this most convention-minded and convention-experienced nation." The Travel Service welcomes your personal support in this effort to assist our national balance-of-payments position.

NOTICE: This information is offered to preview or provide informally brief and varied comment on Bureau of International Commerce worldwide export and investment promotions. It is not final and does not substitute for detailed know-how and analysis in our regular news columns.

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Expressions herein from private sources are meant to stimulate thought toward the solution of problems confronting the international businessman and to provide constructive suggestions, but they are personal opinions. Contents of this publication are not copyrighted unless so indicated. Noncopyrighted materials may be reprinted freely. Mention of source will be appreciated. Use of funds for printing this publication approved by the Director of the Bureau of the Budget on June 17, 1966.

in this issue

U.S. companies can promote their products overseas at many specialized and general trade fairs around the world, seeking both sales and permanent foreign representation for their lines. The semiannual list of international trade fairs beginning on page 5 gives the names, dates, and in most cases the management addresses of major fairs in 59 foreign countries and the United States. Over 800 fairs are listed, including those already planned for 1968, as well as those now available for 1969 and 1970, to allow as much time as possible for advance planning.

December 25, 1967

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International Commerce

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BUREAU OF INTERNATIONAL COMMERCE

Special Report

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Seek trade policy views

Businessmen, officials to enter discussions on future national position in March

The U.S. trading community is being invited to submit its views on future national trade policies, in the wake of the GATT Kennedy Round tariff adjustments, at hearings that will begin in Washington on March 25.

In announcing the hearings, at which members of Congress, representatives of industry, labor, agriculture and others will be heard, the President's Office of the Special Representative for Trade Negotiations listed some pertinent topics for discussion.

The general competitive position of the U.S. in world trade, and future prospects; foreign trade and U.S. foreign investment; foreign trade and U.S. employment.

Trading with developed countries: impact of post-Kennedy Round tariffs for trade of U.S. and other industrialized nations; impact on trade of agricultural policies and programs in the U.S. and other major producing and consuming countries; impact of regional and other preferential trading arrangements, and impact of East-West trade.

Nontariff barriers to trade: quantitative restrictions, licensing, state trading and state monopolies, government procurement policies and practices, variable import levy systems, customs classification and valuation practices, documentation and customs procedures, border tax adjustments, subsidies and countervailing duties, internal restrictions affecting marketing and distribution, restrictive business practices, and sanitary, safety, health and similar restrictions.

Future trade negotiations: Views may be presented on item-by-item, linear, and sector (industry or commodity group) negotiations, tariff harmonization, participation in free trade areas, and nontariff barrier negotiations.

Trade policies particularly affecting the developing countries: tariff preferences, commodity arrangements, regional integration, tariff structures and their effect on the exports of the developing countries, and the relationship between trade policies and economic development.

Problems of adjustment: impact of imports, disparate labor standards, adjustment assistance and "escape clause" relief.

Trade promotion: export incentives, export financing, and export programs such as trade fairs and trade missions.

Administration of trade policy: organization and administration of U.S. trade policy and the roles of the General Agreement on Tariffs and Trade, the Organization for Economic Cooperation and Development (OECD), and the United Nations Conference on Trade and Development (UNCTAD).

All interested parties are invited to submit views on these and any other matters relating to U.S. foreign trade policy or to the trade policies of other countries.

Submissions, it is suggested, should be specific and should include relevant statistics and their sources. Information on nontariff barriers should refer, whenever possible, to specific instances and countries and give all details including an assessment of their impact on trade.

Those presenting oral testimony must also submit written briefs. Deadline for requests to appear is March 8, and briefs must be submitted by March 15.

For additional details **write:** Chairman, Trade Information Committee, Office of the Special Representative for Trade Negotiations, Room 729, 1800 G St. NW., Washington, D.C. 20506.

Mexico-U.S. trade committee reviews commercial issues at Washington session

Delegations exchange information on U.S. Kennedy Round concessions, cuts on 1,000 Mexico tariff items and trade promotion programs

All areas of commerce between the two countries were discussed at the third annual meeting of the Joint Mexican-United States Trade Committee in Washington Dec. 6-8.

This Committee provides a forum for the regular exchange of views between the two governments on trade issues and other matters closely related to trade between Mexico and the United States.

At this year's meeting, the U.S. delegations outlined the benefits which will automatically accrue to Mexico from U.S. Kennedy Round trade concessions.

The Mexican delegation reported that during the past year the Mexican Government had created over one thousand new sub-items in the Mexican tariff schedule on which tariff charges were reduced, most of these being of interest to U.S. exporters.

The two delegations reviewed recent trade performance, particularly over the past year, and discussed several factors influencing trade flows, including trade barriers.

The Committee recommended expanded programs of trade promotion on the part of both countries designed to identify new trade potentials in both markets. It noted that exchanges of trade missions composed of businessmen from each country would be especially beneficial along these lines.

The Committee discussed the Mexican programs related to industrialization of the border areas. In this connection, the Committee recomended the fullest possible exchange of information between the governments on programs along both sides of the border.

It called for mutual visits by experts to supplement the normal diplomatic channels through which the two Governments follow up on actions taken at the annual meetings.

Next year's meeting will be held in Mexico City.

President proclaims Jan. 1 date for Kennedy Round tariff cuts

Reductions to be made in stages until 1972; new Tariff Schedule lists rates of duty on all products, and includes changes

"The kind of bargain from which all will gain . . . in higher wages for the workers, in more efficient factories, in rising incomes for us all, and for our trading partners throughout the world."

So said President Johnson of the Kennedy Round tariff cuts as he on Dec. 16 signed the proclamation placing into effect the U.S. reductions negotiated with other countries after four years of discussions.

The first stage of five annual reductions becomes effective on Jan. 1, 1968, as a result of the proclamation. The balance of the staged reductions are scheduled for Jan. 1 of each year until 1972, when the final stage becomes effective.

A new publication has been issued by the U.S. Tariff Commission listing the rates of duty on all products, including the Kennedy Round changes. The volume, entitled *Tariff Schedules of the United States Annotated (1968)*, TC Publication 222, supersedes the former tariff schedules, TC Publication 163, and is available for purchase from the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402, at the subscription rate of $6. Remittances must accompany all orders. The $6 rate does not include the additional cost of $1.50 for foreign mailing.

President Johnson at the proclamation ceremony looked both backward and forward as he assessed the significance of the Kennedy Round achievements.

He said that the negotiators "drove a hard bargain, but we believe it was a fair bargain," and then commented that "we gave, we believe, as much as we received."

He went on to say:

"It was five years ago that the Congress passed the Trade Expansion Act but that Act only provided us with some authority. It did not provide us with any guarantee of results.

"It took five years of very careful and very difficult negotiations to reach the agreements that were signed in Geneva on June 30 of this year.

"These negotiations were on a world scale but they had very special significance for our relations with Western Europe because for the first time we negotiated directly with the European Common Market as an institution.

"We were dealing with the power of the world's largest trading blocs.

"The negotiations demonstrated what we have long believed: the more that Western Europe acts together the more effectively we and other countries can work together.

"I take great pride, not only in what the Kennedy Round does just within itself, but what it portends, and what may flow from the knowledge that if we can do it in connection with all these things that we buy and sell, which reach pretty close to home in some of these places, we can do it on others.

"We know that to sell abroad we must be willing to buy abroad. If we cannot buy, then we cannot sell.

"Above all, we in the United States should have the confidence in our own ability to compete in the world—although as the protectionists talk to me day after day I think sometimes we are losing confidence in our own ability.

"We are working with other industrial countries to provide very special trade advantages to the developing countries which could help to speed up the growth of their exports and to accelerate their economic progress.

"These achievements, I think, demonstrate the basic principle of interdependence in international policy.

"By moving together we all move forward. But moving separately we may end up by just not moving at all, if we try to go alone.

"Trade will be a critical test of our cooperation. The reduced tariffs of the Kennedy Round will give rise to many demands for protection here and abroad.

"We must all stand firm against shortsighted protectionism."

U.S. reaffirms support of dollar's gold value

Secretary of the Treasury Henry H. Fowler and William McChesney Martin, Chairman of the Federal Reserve Board, issued the following statement on Dec. 16:

"The United States stands firm in its determination to maintain the gold value of the dollar.

"The central banks of Belgium, Germany, Italy, the Netherlands, Switzerland, and the United Kingdom support this position and continue to participate fully with the United States in policies and practices in support of the price of gold at $35 an ounce.

"The operation of the London gold market will continue unchanged.

"The United States authorities and the European central banks concerned endorse this position unanimously and are cooperating in the interest of maintaining the stability of the international monetary system."

New Market Share Reports ready

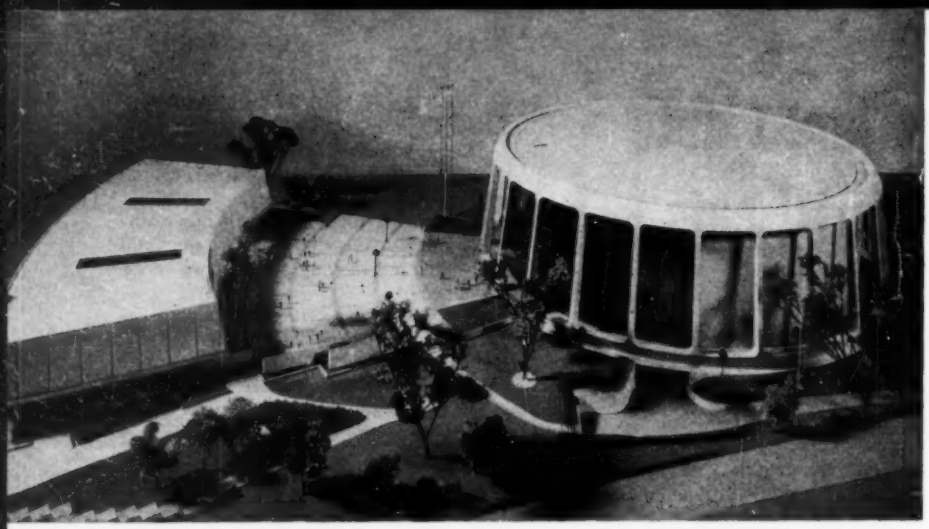
Nine additional titles in a new series of Market Share Reports on 1127 manufactured products are now ready for distribution.

When completed, the new series will provide 69 country reports. Of these, 22 became available in the fall and were listed in the Oct. 30 issue of International Commerce, page 8. The additional countries for which reports have just been published are:

Australia—DIB 68-90003; Austria—DIB 68-90004; Brazil—DIB 68-90007; Canada—DIB 68-90008; Hong Kong—DIB 68-90025; Malaysia—DIB 68-90040; Philippines—DIB 68-90051; Singapore—DIB 68-90053; Taiwan—DIB 68-90058.

For any of the 31 country reports now available, **write:** Clearinghouse for Federal Scientific and Technical Information, Code 410.11, Springfield, Va. 22151. Price, $3 each.

Market Share Reports, issued both by country and by commodity, provide information on the U.S. share of imports of manufactured products in the world's leading markets. The new series, which updates a series announced last January, covers five years, 1962-66. All of the new reports are expected to be ready for distribution by the end of January 1968.



'CONFLUENCE U.S.A.' IS THEME OF U.S. EXPOSITION at San Antonio's HemisFair exhibition that runs from Apr. 8 to Oct. 8. It is one of 23 such national presentations; 15 private firms also have pavilions.

International business services to add to HemisFair's appeal

San Antonio exhibition opens in April with trade centers at site; U.S. national exposition has 'Confluence' theme

Businessmen from around the world will be offered an opportunity to meet and trade with their counterparts from Texas when HemisFair '68 opens in April in San Antonio.

A Texas International Trade Center is being developed at the fair grounds under the sponsorship of the Texas International Trade Association. It will occupy a HemisFair module structure and will be designed along the lines of the International Trade Center operated in conjunction with Montreal's EXPO 67.

Meanwhile, a business service center with international trade aspects is being completed at a site adjacent to the fair by the Chamber of Commerce of San Antonio. The Chamber is a cooperating office of the Houston Field Office of the U.S. Department of Commerce.

Both the Houston and Dallas Field Offices of Commerce Department are assisting in the development of these plans to boost Texas' international trade among business visitors attracted by HemisFair's cultural pavilions.

One of the 23 national expositions at HemisFair, that of the host country, has been designed and constructed for the U.S. Government by the Department of Staff. Its theme, entitled "Confluence U.S.A.," is carried out in two adjoining structures: an exhibits building and a uniquely-designed three-part theater.

The Texas International Trade Association's center plans to occupy a two-story building now being used as the HemisFair exhibits building. It will comprise a business information section, a business development section, and a businessman's club.

Participating Texas businessmen will be members of the center and the businessman's club, to be called the Texas International Club, and may act as hosts to visiting businessmen from other states, Latin America, and around the world.

The business information section, located on the mezzanine of the building, will house catalogs and brochures of participating companies and computerized data on Texas markets. In addition, information on the U.S. and foreign countries will be on immediate call. This section will be manned by an international trade specialist from the Texas Industrial Commission, a state agency responsible for the encouragement of industrial growth and expansion in the state. Assistance will be given to out-of-state and foreign visitors in securing information relative to doing business with Texas firms.

The business development section is being planned to comprise a major area on the ground floor of the center where participants and visitors may talk and trade in an atmosphere conducive to business activity. Executive desks, chairs and conference tables will be provided so that members and their visitors can do research, conduct a seminar, or write orders. A staff of bilingual (English-Spanish) secretaries will be on hand.

The United States Exposition within HemisFair tells a story of a confluence of aspirations, ideas and knowledge in the U.S., through three stages entitled "Legacy," "Harvest" and "Promise." Animated graphics, audio-visual presentations, stylized cartoons and three-dimensional exhibits are some of the means used to bring the visitor into touch with past, present and future.

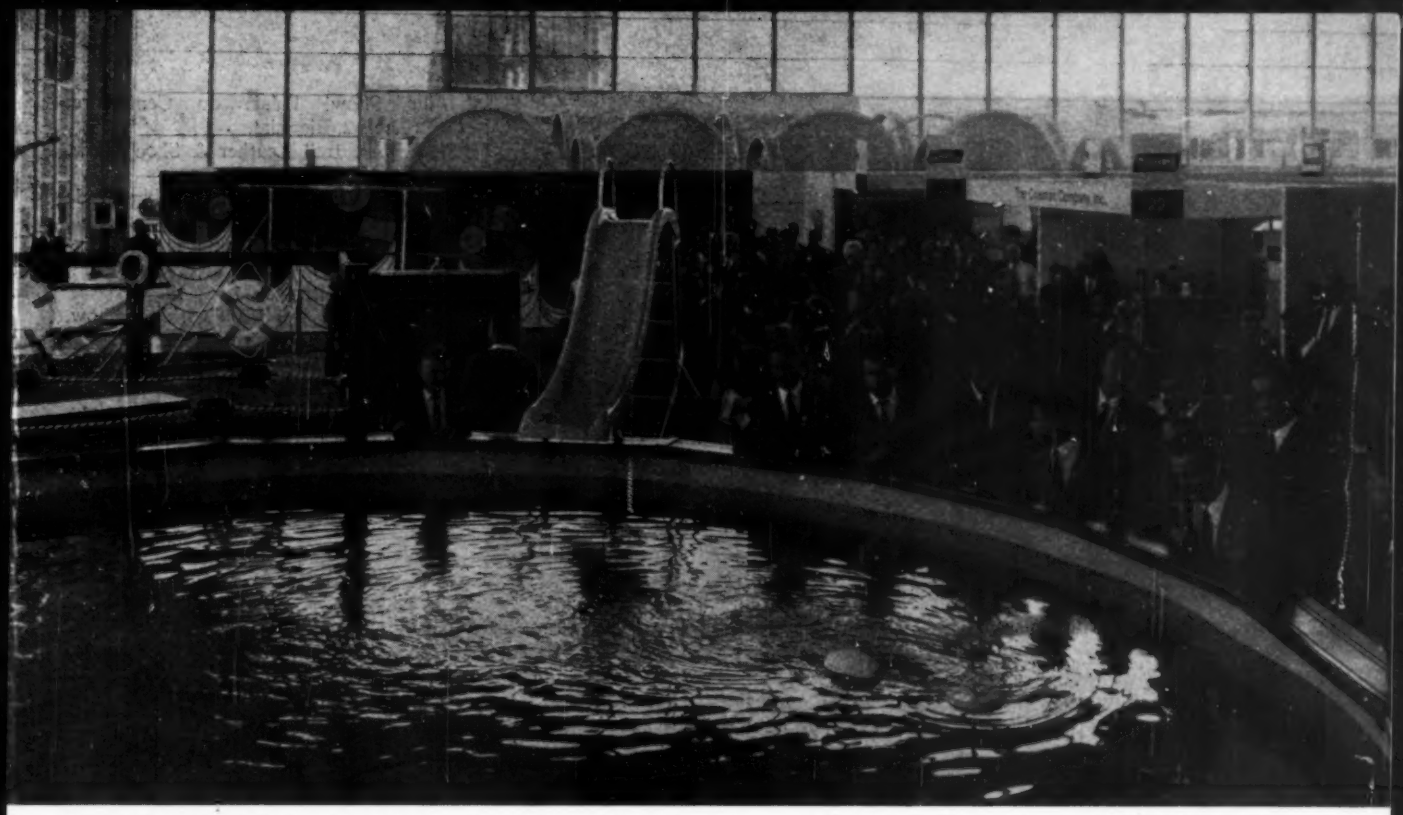
In a major display area the exhibits show how it has taken the input of many minds to reach today's accomplishments in the areas of transportation, agriculture, community planning, health, education and trade. They also show that many of these achievements have presented new problems and that the solutions to these can only be found through a continued "confluence" of many minds.

This display leads to a simulated computer, seen as a confluence of science and technology used in arriving at solutions to man's problems. The computer is shown as able to help man through its ability to store the knowledge of many minds and make it easier and more rapidly available. But it emphasizes that man is the essential element in computer science and applications.

The finale of the Promise area of the United States Exhibit Building is "The Future We Can Build," an audio-visual presentation which shows how people everywhere, by working together, can solve the problems of today and tomorrow in the continuing "Confluence U.S.A."

The second building in the Federal complex is a circular theater, of classic design, over 70 feet high and built to remain in use at the site. The interior is basically a 1,200-seat theater, which initially is divided into three identical 400-seat areas for viewing the first two parts of a "Confluence" film by Academy Award winning producer Francis Thompson.

A climactic moment comes at the close of the second segment of the film, when the dividing walls of the theater disappear and the 1,200 viewers, experiencing a physical influence, are all in one huge theater. The final segment of the motion picture, "The Promise," is then projected upon the largest curvilinear screen in the world.



TOURISM INDUSTRY SUPPLIES, such as swimming pool on display at Belgrade show, were promoted in Europe by this year's three-part TOUREX exhibition series.

SEMI-ANNUAL LISTING

Fairs set for 60 nations

Worldwide exhibitions offer chances for U.S. businessmen to sell products and get agents

Every six months, INTERNATIONAL COMMERCE publishes a list of worldwide trade fairs to help American manufacturers plan their participation for the coming year—and the year after that.

These fairs, some general, some specialized, are listed by country, city, name, type, and management address. Unless otherwise specified, the fairs are held annually, are scheduled for 1968, and the management office is located in the host city. Planned U.S. Government participations by the Department of Commerce are shown by this mark (●). Fair participations which are primarily industry-sponsored, but which receive U.S. Government assistance, are indicated by this mark (►).

Information is taken from the latest data available to the Department of Commerce. The Department cannot assume responsibility for accuracy of dates or the outcome of any transactions with the fair managements.

The first INTERNATIONAL COMMERCE each month carries an up-to-date schedule of U.S. trade fair participations, trade center promotions, and trade missions, with extensive descriptions of each.

Write: Bureau of International Commerce, Code 942, Department of Commerce, Washington, D.C. 20230.

Afghanistan

Kabul

Aug. 24-Sept. 6. Jeshyn (Independence) Int'l Trade Fair. General. Royal Afghan Ministry of Commerce.

Algeria

Algiers

Sept. 4-19. Algiers Int'l Trade Fair. Palais consulaire, Place des Martyrs.

Argentina

Buenos Aires

November. Exhibition for Health Education.

Australia

Adelaide

Apr. 2-26. Royal Adelaide Exhibition. General. 12 Pirie St.

Melbourne

Mar. 7-16. Int'l Motor Show. 51 William St.

Apr. 24-May 4. Ideal Home Show. 11o Joliman Rd. (Semi-Annual).

July 20-28. Boat Show and Spring Ex-

CROWD STOPPER at U.S. Exhibition at Paris Air Show this year was Gemini space capsule. The 44 U.S. firms in the commercial show made immediate sales of $1 million, expect $16.5 million more.

hibition. 415 Bourke St.

Perth

Feb. 1-7. Motor Show. 111 Hay St. W. Perth.

Mar. 29-Apr. 6. Engineering & Machine Tool Show. 254 Adelaide Terrace.

Sydney

Mar. 17-21. Int'l Toy Fair. 58/60 Margaret St.

Apr. 5-16. Royal Easter Show.

July 26-Aug. 3. Int'l Boat Show. 107 Ballarat Rd., Maidstone, Victoria

Aug. 19-24. Int'l Engineering Exhibition.

Austria

Dornbirn

May 14-16. Austrian Textile Fair. Realschulstrasse 6.

Graz

Apr. 27-May 5. Spring Fair. Messeplatz 1, Postfach 63, 8011 Graz.

Sept. 28-Oct. 6. Fall Fair. Messeplatz 1, Postfach 63, 8011 Graz.

Innsbruck

Sept. 21-29. Int'l Fair. Tasishof, 6020 Innsbruck.

Klagenfurt

Aug. 8-18. Int'l Wood Fair. (Includes furniture). Valentin-Leitgebstrasse 11, 9020 Klagenfurt.

Vienna

Mar. 15-19. Int'l Trade Exhibition of Medical & Hospital Equip. Loquaiplatz 13.

Wels

Aug. 30-Sept. 8. Austrian Central Agriculture Fair. Offenbacher messe—Gesellschaft, m.b.h.

Belgium

Brussels

Jan. 7-14. Int'l Leather Goods Exhibit. 52, rue du Progres, Brussels 1.

Jan. 7-11. "Baby Show." Palais du Centenaire, Brussels 2.

Jan. 15-18. Int'l Exhibition for Hotels, Restaurants and Cafe Equip. HORESCA. 183 Avenue Edouard Benes, Brussels 8.

Jan. 17-28. Int'l Automobile and Cycle Show. 22, rue du Luxembourg, Brussels 4.

Jan. 27-Feb. 4. Int'l Bldg. and Decoration Arts Exhibition. 178 Avenue Louise, Brussels 5.

Feb. 11-18. Int'l Agricultural Week. 2 Avenue Louis Bertrand, Brussels 3.

Feb. 24-Mar. 3. Int'l Gardening and Housing Show. 14 rue Duquesnoy, Brussels 1.

Mar. 8-17. Int'l Inventors Exhibitions. 109, rue Defacqz, Brussels 5.

Mar. 9-17. Vacation Show. 345, Avenue Charles Quint, Brussels 8.

Mar. 10-15. EUROBEEF. 1st Int'l fair of the meat industry. 52, rue du Progres, Brussels 1.

Mar. 31-Apr. 7. Toy Exhibit. Palais du Centenaire. Brussels 2.

Apr. 20-May 1. Int'l Trade Fair. Palais du Centenaire, Brussels 2.

June 6-13. PROPACK. 2nd Int'l Packaging Show. Palais du Centenaire, Brussels 2. Biennial.

September. Int'l Leather & Shoe Show. Lange Kruisstraat, Ghent.

Oct. 1-5. VESTIRAMA. Clothing Trade Fair. Martelaarslaan G.S., Ghent.

Oct. 5-20. Food & Domestic Arts Exhibit. 29-31 Boulevard du Jardin Botanique, Brussels 1.

Nov. 24-Dec. 1. Woodworking Show. Palais du Centenaire, Brussels 2.

Jan. 12-19, 1969. Int'l Leather Goods Exhibit. 52 rue du Progres, Brussels 1.

Feb., 1969. BISCOCHOC. Chocolate, Cookies, Confectionery, and Processing Equip. 41 rue Novez.

Feb. 15-23, 1969. Holiday Fair, 345, Avenue Charles Quint, Brussels 8.

Mar. 19-26. 1969. EUROPLASTIC. Palais du Centenaire.

June, 1969. PROPACK. Int'l Packing & Packaging Exhibition. Machines & Equip. Palais du Centenaire.

Oct. 4-19, 1969. Food & Household Appliances Exhibit. 29-31 Boulevard du Jardin Botanique, Brussels 1.

Charleroi

Feb. 24-Mar. 10. Spring Bldg. Construction and Vacation Exhibit. Societe Cooperative de Gestion du Palais des Expositions.

Sept. 12-29. Int'l Technical Exposition. Avenue de l'Europe.

Ghent

Jan. 26-30. TEXITIRAMA. Int'l Trade Fair of Textile and Clothing Industries. Martelaarslaan 65.

Sept. 14-29. Int'l Trade Fair, Palais des Floralies.

Liege

Apr. 28-May 13. BATICOM. Int'l Fair of Liege 6, Avenue Malroz, B.P. 52.

Sept. 14-29. Autumn Commercial Fair of Liege.

Brazil

Rio de Janeiro

May 6-12. Office Equipment Trade Fair. Rua Brasilio Machado 60, Sao Paulo.

May 18-22. Int'l Academy of Cytology. Rua Brasilio Machado 60, Sao Paulo.

Mar. 9-17. Leather Trade Fair. Rua Brasilio Machado 60, Sao Paulo.

Apr. 20-May 5. Nat'l Household Appliances Trade Fair. Rua Brasilio Machado 60, Sao Paulo.

May 20-26. Sciences & Medical Appliances Show. Rua Brasilio Machado 60, Sao Paulo.

June 15-30. Nat'l Machinery Trade Fair. Rua Brasilio Machado 60, Sao Paulo.

Aug. 10-25. FENIT-Textile Industry Fair. Rua Brasilio Machado 60, Sao Paulo.
Nov. 23-Dec. 8. Automobile Show. Rua Brasilio Machado 60, Sao Paulo.
Mar. 9-17, 1969. Leather Trade Fair. Rua Brasilio Machado 60, Sao Paulo.

Sao Paulo

Oct. 15-25. ● U.S. Solo Exhibition. General Industrial Equipment.

Bulgaria

Plovdiv

Sept. 22-Oct. 1 Int'l Trade Fair. Bulgarian Chamber of Commerce, 11a Stamboliisky, Sofia.
Sept. 21-30, 1969. Int'l Trade Fair.

Canada

Calgary

May 7-10. Nat'l Petroleum Exhibition. (Oil Mining and Production Equipment). Biennial. Southex Ltd. 450 Alliance Ave., Toronto 9, Ontario.

Montreal

January. Int'l Auto Show. Southex Ltd. 1 Place Ville Marie.
January. Canadian Pulp and Paper Technical Exhibition. 2280 Sun Life Bldg.
Feb. 24-Mar. 3 Nat'l Boat Show. 67 Yonge St., Toronto 1.
Feb. 26-Mar. 1 Canadian Toy Fair. 67 Yonge St., Toronto 1.
March. Sporting Goods Show (All Type Sporting Goods and Equipment) Box 491, Montreal 9.
March. Better Home Builders' Show. Furnishings, Interior Decor., Building Materials) 1600 Berri St.
Mar. 11-14 Montreal Spring Gift Fair, 443 Mt. Pleasant Rd., Toronto 7.
May. 1st Design Engineering Show (Mach., Equipment Materials) 450 Alliance Ave., Toronto 9, Ontario. (Trade only).
May. Stationery and Office Equipment Show. Biennial. 159 Bay St., Toronto.
May 28-31. Canadian Plant Engineering and Maintenance Show. Biennial. 481 University Ave., Toronto 2.
Aug. 26-29. Fall Gift Show. 443 Mt. Pleasant Rd., Toronto 7.
Sept. 25-30. Canadian Chemical and Equipment Exhibition, 450 Alliance Ave., Toronto 9.
Oct. 6-8. Canadian Shoe and Leather Fair. (Leather Products, Supplies, Machinery) 1010 St. Catherine St. W.

Toronto

Jan. 24-27. Canada Farm and Ind. Equipment, Trade Show. 145 Sheppard Ave., E. Willowdale, Ontario.
Jan. 25-27. Canadian Education Show. (Equipment, Services Relating to Construction, Operation and Maintenance of Universities and Schools). 481 University Ave.
Feb. 2-10. Canadian Boat Show. 85 King St. E.
Feb. 5-8. Hardware Show. 290 Merton St.
Feb. 19-22. Toronto Spring Gift Show. 443 Mt. Pleasant Rd.
Mar. 8-10. Canadian Nat'l Sportsmen's Show. 85 King St. E.
Mar. 29-Apr. 6. Nat'l Home Show, (Furnishings, Appliances, etc.) 1819 Yonge St.
Apr. 8-9. Ind. Safety Equipment Exhibition.
May 7-10. Materials Handling Exhibition. 481 University Ave.
May 7-10. Transportation Show. Biennial. 481 University Ave.
May 7-10. Mining and Metallurgy/Pit and Quarrying Show. 481 University Ave.
June 10-12. Int'l Apparel Production Show. 1819 Yonge St.
Sept. 30-Oct. 3. Fall Gift Show, 443 Mt. Pleasant Rd.
Nov. 5-7. Nat'l Packaging Exhibition. 45 Charles St.
Dec. 9-12. Const. and Public Works Show/Municipal Equip. Show. Biennial. 481 University Ave.
June 2-5, 1969. Plastics Show.

Vancouver

March. Boat, Trailer, and Sport Show. 1826 W. 1st Ave.
Apr. 1-3. Vancouver Hardware and Gift Show. 443 Mt. Pleasant Rd., Toronto 7.
Aug. 17-Sept. 2. Pacific Nat'l Exhibition. (Consumer Goods, Industrial Equip.) Exhibition Park.
November. Pacific Int'l Auto Show. 1644 W. Broadway.

Chile

Santiago

Oct. 7-24. ►Santiago Int'l Fair.

Colombia

Bogota

September. Int'l Trade Fair. General. Corporacion de Ferias y Exposiciones S.A. Carrera 40.

Czechoslovakia

Brno

Sept. 8-17. Int'l Trade Fair. Bystaviste 1.

Prague

June 22-July 7. Nat'l Stamp Exhibit. Praha 1 Nove Mesto Jiudresska, Brno.

Denmark

Aalborg

Aug. 15-18. Modern Furniture '68. Foreningen Mobelbranchens Faellesudstilling, 5 Knudsgade.

Copenhagen

Jan. 3-5. Dental Exhibition. 64 Hvidkildevej.
Feb. 8-13. Scandinavian Boat Show. 8 Badstuestraede.

THE TOUREX/67 SERIES made its debut at Barcelona International Samples Fair in June, where the model kitchen below showed U.S. food preparation and cooking equipment to Mediterranean buyers.

Feb. 22-Mar 3. 20th Int'l Automobile Show. 22 Amaliegade.
Mar. 20-31. Exhibition of Camping Equipment. 64 Hvidkildevej.
Mar. 24-27. Scandinavian Fashion Week. 115 Vester Volgade.
Apr. 20-29. Holiday and Weekend Houses. 7 Rantzausgade.
May 15-19. Danish Furniture Fair. 8 Hellerupvej.
May 15-19. Scandinavian Furniture Fair. 18 Sodra Esplanadgatan, Helsinki 13, Finland.
Jun. 7-12. Scandinavian Leathergoods Exhibition. Udstillingshallen Forum A/S, Julius Thomsens Plads.
Aug. 16-22. Chemical-Technical Process Equip. 64 Hvidkildevej.
Aug. 23-25. Programmed Education. 32 Kompagnistraede.
Sept. 15-18. Scandinavian Fashion Week. 115 Vester Volgade.
Sept. 20-29. 4th Int'l Technical Fair. 20 Ryvangs Alle.
Oct. 18-27. Copenhagen Trade Fair. 64 Hvidkildevej.
Mar. 14-22, 1969. Transport Equip. and Materials Handling Exhibition. Julius Thomsens Plads.
Mar. 23-26, 1969. Scandinavian Fashion Week. 115 Vester Volgade.
Aug. 22-31, 1969. Radio and Television Exhibition. 9 Niels Hemmingsens Gade.
Sept. 11-17, 1969. 4th Int'l Exhibition of Office Equip. and Business Machines. 20 Ryvangs Alle.
Sept. 21-24, 1969. Scandinavian Fashion Week. 115 Vester Volgade.
Oct. 31-Nov. 9, 1969. 5th Int'l Technical Fair. 20 Ryvangs Alle.

Esbjerg

April 24-May 5. 6th Int'l Fisheries Fair. 20 Ryvangs Alle, Copenhagen.

Fredericia

April 22-28. Int'l Exhibition of Office Equipment and Business Machines.
Aug. 21-25. The Civil Service Fair. Dansk Kobestavne.

Herning

Feb. 14-18. Grain and Seed Exhibition. 4-6 Kannikegade.
Mar. 2-6. Danish Textile Fair. 1 Mindegade.
Apr. 10-15. Hobby and Vacation Show. Herning-Hallen A/S.
July 4-7. The Jutland Livestock Show. 4-6 Kannikegade, Aarhus C.
Sept. 5-15. HI-68. Handicrafts and Industrial Fair. Herning-Hallen A/S.
Apr. 2-7, 1969. Hobby and Vacation Show. Herning-Hallen A/S.

El Salvador

San Salvador

Nov. 9-30. ● Int'l Fair of El Salvador. Agriculture, forestry, packaging & food processing, woodworking, metalworking machinery and equipment.
Nov. 3-12. Arts and Crafts Fair/Central American Exposition of Pharmaceutical, Chemical and Related Products/ Pharmacy & Biochemistry Congress. (Held Concurrently)

Finland

Helsinki

Mar. 15-24. Boat & Camping Show. Finnish Fair Corp., Messuhalli.
May 15-19. Heating, Plumbing & Air-conditioning Fair. Finnish Fair Corp., Messuhalli.
Sept. 19-29. ► Int'l Trade Fair.
Oct. 22-27. Modern Office Techniques. Finnish Fair Corp., Messuhalli.
Feb. 1969. Boat & Camping Show. Finnish Fair Corp., Messuhalli.
Apr. 18-27, 1969. Work Efficiency Exhibition. Finish Fair Corp., Messuhalli.
Sept. 19-28, 1969. Finnish Industries Fair. Finnish Fair Corp., Messuhalli.

Turku

Mar. 9-17. KUTSUU-Exhibition of Sailing & Navigation. Turun Messut Yliopistonkatr 25.

France

Besanon

May 18-26. Int'l Horological Exhibition. Pierre Lagrange, Boite Postale 135.

Bordeaux

Jun. 13-24. Int'l Trade Fair. Industrial, Commercial, Agricultural, Viticultural. 12 Place de la Bourse.

Cannes

Mar. 21-27. Int'l T.V. Program Market. 9 rue Magellan.

Grenoble

Mar. 23-27. Int'l Winter Sports Show. Equipment of all kinds & apparel. 1 Place Jacqueline Marval. (Trade only)

Lyon

Mar. 23-Apr. 1. Lyon Int'l Fair. Palais des Congres.
Mar. 29-Apr. 1. Int'l Hardware Show. Hardware, Housewares, Heating Apparatus, Tools. (Trade only) Palais de la Foire.

PRECISION VALVES were among the many U.S. aircraft and space components examined eagerly by European buyers at the 1967 Paris Air Show.

April 1969. EXPOBOIS-69. Int'l Woodworking Machinery Exhibition. (Held odd years in Lyon, even in Paris).

Marseille

Sept. 19-30. Int'l Fair of Marseille. General. Parc Chanot.

Metz

Oct. 2-13. Int'l Trade Fair. General.

Nancy

May 30-Jun. 10. Nancy Fair. General. Boite Postale 593.
Oct. 3-8. Int'l Safety Exhibit.

Nice

Mar. 7-13. Int'l Fair of Nice. General. 8 Place Massena.

Oyonnax

May 15-21. Int'l Plastics Exhibition. Machinery. Raw Materials, Tools, Equip. & Supplies.
May 15-21. Exhibition of Optical Instruments & Materials. Hotel de Ville.

Paris

Jan. 12-22. Int'l Pleasure Boating Exhibition. 15 rue de la Paix.
Jan. 14-19. Leather Goods and Luggage Spring Show. Semi-Annual. 6 rue Beranger. (Trade Only)
Jan. 14-22. Jewelry, Gold and Silver Wares, Gifts Week. Semi-annual. 10 rue Charlot.
Jan. 17-22. Int'l Lighting Exhibition. 22 Ave. Franklin Roosevelt.
Jan. 17-22. Commercial and Professional Art Workshops Show. Jewelry, Ceramics, Mirrors, Glassware, Chinaware, Clocks. Semi-annual. 10 rue Charlot. (Trade Only)
Jan. 18-22. APPROMEUBLE-68. Exhi-

bition of Machinery and Materials for the Furniture Manufacturing Industry. Biennial. 22 Ave. Franklin Roosevelt.

Jan. 18-22. Int'l Furniture Exhibition. 22 Ave. Franklin Roosevelt. (Trade Only)

Feb. 4-10. Int'l Games and Toys Exhibition. 11 rue de Turenne. (Trade Only)

Feb. 10-13. Women's Lingerie Exhibition. 11 rue Anatole de la Forge.

Feb. 10-13. Knitwear Industries Exhibition. 11 rue Anatole de la Forge.

Feb. 10-13. European Men's Wear Show. 8 rue du Richelieu. (Trade Only)

Mar. 5-10. Int'l Agricultural Machinery Show. 95 rue Saint-Lazare.

Mar. 7-12. Int'l Audio Festival, 16 rue de Presles.

March. Int'l Agricultural Show. Livestock, Beverages, Dairy Products, Horticulture, Feeds.

Apr. 20-24. Int'l Fur Industries Show. 36 Ave. de l'Opera. (Trade Only)

Apr. 20-24. INTERSUC-68. Int'l Confectionery Exhibition. 15 rue de la Paix. (Trade Only)

Apr. 1-6. Int'l Electronic Components Exhibition. 16 rue de Presles. (Trade Only)

Apr. 1-6. Business Gift Fair. 12 Blvd. de la Madeleine. (Trade Only)

Apr. 18-26. French Machine Tool and Plant Equip. Exhibition. Biennial. 20 rue Carpeaux, Puteaux.

May 16-26. Int'l Public Works and Building Equip. Exhibition. Biennial. Pierre le Prince, 1 Ave Niel.

May 20-30. Electrical Equip. Biennial Exhibition. 11 rue Hamelin.

May 24-June 1. ● Salon Int'l de la Chimie. Instrumentation Process, Laboratory & Research Equip. for the Chemical Industry.

Jun. 19-24. Int'l China, Crystal, Pottery and Glassware Show. 32 rue de Paradis.

Jun. 20-24. Commercial and Professional Art Workshops Show. Jewelry, Ceramics, Glassware, Chinaware, Clocks. Semi-annual. 10 rue Charlot.

Sept. 12-17. Int'l Leather Week. Supplies, Products, Equip., Machinery. 2 rue de Edouard VII.

Sept. 26-Oct. 5. SICOB-68. Int'l Office Equip. Show. 6 Place de Valois.

Oct. 3-13. Int'l Motor and Motorcycle Show. 3 Avenue du President Wilson.

Oct. 10-21. ● EQUIP HOTEL. Int'l Hotel and Catering Equipment Exhibition.

Oct. 12-14. Int'l Open and Fishing Equipment Exhibition. 15 rue de la Paix.

Oct. 27-Nov. 4. Int'l Food Products Show. Biennial. 121 Blvd. Haussman.

Oct. 27-Nov. 4. Int'l Exhibition of Materials Techniques and Wholesale Trade for the Meat Industry, 42 rue du Louvre.

Nov. 1-14. "Do-it-yourself" Exhibition. Putting-up and renovating houses, Household Goods, Boats, Cars, Radios, TV's. 42 rue du Louvre.

Nov. 9-14. Int'l Ladies' Ready to Wear Clothing Exhibition. Outerwear. Semi-annual. 35 rue Etienne-Marcel.

Nov. 24-30. Int'l Packaging Exhibition. (Includes all related Machinery and Materials). 40 rue du Colisee. Biennial.

May 1969. Surface Treatment and Industrial Finishes Exhibition. 40 rue du Louvre. Biennial.

May 1969. Int'l Handling Equip. Exhibition. 40 rue du Colisee. Biennial.

May 1969. Institutional Equip. Exhibition. 15 Ave. de la Division-Leclerc. Triennial.

June 1969. Paris Air Show. 4-6 rue Galilee. Biennial.

May 1969. Int'l Hydraulics and Compressed Air Exhibition. Biennial.

October 1969. EQUIP'MAG. Int'l Exhibition of Equip. for Retail Stores. 42 rue du Louvre. Biennial.

October 1969. Int'l Furniture and Interior Decoration Exhibition. 22 Ave. Franklin Roosevelt. Biennial.

November 1969. Children's Fashions Exhibition. 11 rue Anatole-de-la-Forge.

November 1969. BATIMAT-69. Int'l Building Exhibition. 1 Ave Niel. Biennial.

November 1969. Int'l Laundry and Dry-Cleaning Exhibition. 80 Boulevard Maleshevles.

September 1969. Int'l Radio and Television Exhibition. 16 rue de Presles. Biennial.

September 1969. Int'l Camping Equip. and Fishing Equip. Exhibition. 15 rue de la Paris.

Puteaux

Mar. 2-17. Int'l Arts of Homemaking Exhibition. 15 Ave. de la Devision-Leclerc, Puteaux.

Germany

Berlin

Jan. 26-Feb. 4. Int'l Green Week. Agricultural Machinery Fair. Messedamm 22.

March. 71st Int'l Fashion Week. Hardenbergstrasse 16-18.

Mar. 8-17. Int'l Boat Show & Watersports Exhibition. Messedamm 22.

April 72nd Int'l Fashion Week. Hardenbergstrasse 16-18.

Apr. 1-6. Water Industries Congress & Exhibition.

May 31-June 4. Pharmaceutical & Medical Technical Exhibition. 1 Berlin 41. Klingsorstrasse 21.

September. 73rd Int'l Fashion Week. Hardenbergstrasse 16-18.

Sept. 28-Oct. 6. German Industries Fair. Messedamm 22.

October. 74th Int'l Fashion Week. Hardenbergstrasse 16-18.

Nov. 1-10. German Restaurant, Catering, Conference and Food Exhibition. Messedamm 22.

Cologne

Jan. 2-5. IFADA—Int'l Exhibition of the Ladies' Hat Industry. Semi-annual. Fachverland Hutindustrie e.v. Scheldergasse 41-45.

AMONG MANY "E" AWARD WINNERS participating in U.S. trade promotion events this past year was Rex Chainbelt, Inc. shown displaying its products at the London International Engineering Show.

Jan. 23-28. Int'l Furniture Fair. Biennial. Postfach 140.
Feb. 15-18. Int'l Housewares and Hardware Fair. Semi-annual.
April. Int'l Fair for the Child. Semi-annual.
May 12-13. Barber, Beautician & Cosmetic Show.
May 18-25. Int'l Civil Defense Exhibition.
July 1-4. IFADA—Int'l Exhibition of the Ladies' Hat Industry. Semi-annual.
August. Int'l Men's Fashion Week.
August. 17th Int'l Dental Exhibition & Convention.
August. Int'l Clothing Manufacturing Machines, Exhibition.
September. Int'l Housewares & Hardware Fair.
September. IFMA—Int'l Bicycle & Motorcycle Exhibition.
Sept. 19-22. Int'l Fair of Lingerie Foundation Garments Underwear, Swim & Beachwear.
Sept. 28-Oct. 6. PHOTOKINA—World Fair of Photography. Triennial. Messe und Ausstellungs G.m.b.H.
October. SPOGA—Int'l Trade Fair of Sporting Goods, Camping Equip. & Garden Furniture.
Oct. 20-22. Int'l Fair for the Child. Semi-annual.

Dortmund

Dec. 7-9. National Poultry Show.

Duesseldorf

Mar. 30-Apr. 1. 25th European Footwear Sample Display.
Mar. 17-20. 76th IGEDO—Int'l Fashion Fair.
May 5-9. 77th IGEDO—Int'l Fashion Fair.
May 18-22. EUROSHOP—Shopfitting & Display Exhibition and Conference.
June 20-26. GIFA—3rd Int'l Foundry Trade Fair. Exhibition and Conference Messegelaende.
Aug. 30-Sept. 3. HI-FI-68—Int'l Fidelity Show.
September. 26th European Footwear Sample Display.
September. 78th IGEDO—Int'l Fashion Exhibition.
Oct. 27-31. 79th IGEDO—Int'l Fashion Exhibition.
Oct. 9-15. INTERKAMA—4th Int'l Fair and Congress of Instrumentation, Electronics, & Automation.
October, 1969. INTERHOSPITAL-69 and Congress.

Essen

Mar. 30-April 7. German Camping Exhibition & Int'l. Boat Show. Norbertstrasse 2.
May 18-26. Int'l Trade Fair of Vulcanization & Retreading. Norbertstrasse 2.
Sept. 19-23. INDROFA—Int'l Druggist & Chemists Trade Fair. Norbertstrasse 2.
October. Int'l Caravan Exhibition. 4832 Wildenbruech 2, W. Postfach 104.
Oct. 19-27. DEUBAU '68—German Building Exhibition & Int'l Bldg. Congress. Norbertstrasse 2.
Mar. 22-29, 1969. German Camping Exhibition with Int'l Boat Show. Norbertstrasse 2.

Continuing results

Commercial trade fairs continue to produce impressive results for participating U.S. firms.

This is particularly true of the fairs in which the Bureau of International Commerce participates. A good reason is intensive market promotion.

To bring in the trade, a specialized campaign identifies the best business prospects—the buyers, agents, distributors, users—for the featured product line and invites them to attend the fair.

Exhibitors seeking sales representation are assisted in their efforts to meet well-qualified potential agents and distributors. Staff support to handle exhibitor's press contacts and product releases is also provided.

The 44 U.S. companies in the commercial exhibition at the Paris Air Show last June rolled up immediate sales of over $1 million, with expected additional sales as a result of their participation in the show estimated at over $16.5 million. Over 7000 qualified European buyers, executives, and engineers in the aerospace field came to the U.S. exhibition in response to invitations circulated by commercial officers throughout the continent. By the end of the show, 41 agency or distributor agreements had either been signed or were in the negotiation stage for long-term representation of U.S. firms in the European market.

The Commerce Department coordinated the participation plans of seven U.S. Government agencies and the private Communications Satellite Corp. for the Paris exhibition.

Sept. 2-28, 1969. Welding Fair. Norbertstrasse 2.
Oct. 18-26, 1969. Hotel & Catering Exhibition. Norbertstrasse 2.
October, 1969. Int'l Caravan Exhibition. 4832 Wildenbruech 2, W. Postfach 104.

Frankfurt

Mar. 3-7. Int'l Spring Fair. Semi-annual. Friedrich-Ebert-Anlage 57.
Apr. 3-7. Int'l Fur Fair. Berseenstrasse 8.
May 21-24. INTERSTOFF—19th Int'l Fair for Clothing Textiles. Semi-annual. Friedrich-Ebert-Anlage 57.
June 9-16. Int'l Laundry, Dry-Cleaning, Dyeing and Allied Trades Exhibition.
Sept. 1-4. Int'l Fall Fair. Semi-Annual. Friedrich-Ebert-Anlage 57.
Sept. 19-24. Frankfurt Book Fair. Ausstellungs- und Messebureau, Kleiner Hirschgraben.
Oct. 12-20. Int'l Cooking Art Show and Exhibit of the Hotel & Restaurant Trades. Friedrich-Ebert-Anlage 57.
Oct. 12-20. Int'l Exhibition of Culinary Art. (every 4 years) 6 Frankfurt/M 7, P.O. Box 7726. Friedrich-Ebert-Anlage 57.
Oct. 23-26. RHEIN-MAIN—Office Supplies Exhibition. Grobe, Friedburger Strasse 44-66.
Nov. 19-22. INTERSTOFF—20th Trade Fair for Clothing Textiles. Semi-annual. Friedrich-Ebert-Anlage 57.
Mar. 26-30, 1969. Int'l Heating, Plumbing Equipment Exhibition.

Friedrichshafen

May 17-26. Int'l Fair of Lake Constance. Friedrich-Ebert-Anlage 57, Frankfurt.
Oct. 4-12. Int'l Boat Show. Am Riedlepark 7990.

Hamburg

Jan. 17-24. Int'l Boat Show.
Feb. 17-18. 79th Textiles and Clothing Fair. Planten und Blomen Ausstellungs, Park der Freien und Hansestadt, Hamburg 36, am Dammtor 2.
Mar. 14-20. INTERNORGA—Int'l Trade Fair for North European Gastronomy, Bakeries and Confectioners, Hamburg 36, am Dammtor 2.
June 15-26. Int'l Meat Machinery and Equipment Exhibition. Hamburg 36, am Dammtor 2.
Aug. 16-25. LEFA—Int'l Food and Delicatessen Fair. Hamburg 36, am Dammtor 2.
Sept. 7-8. 80th Textiles and Clothing Fair. Hamburg 36, am Dammtor 2.

Hanover

Apr. 26-May 5. German Aviation Exhibition. P.O. 1. 532 Bad Godesberg.

Apr. 27-May 5. Hanover Fair. Messegelaende 3.
June 7-11. DIDACTA—European Educational Materials Fair. Kramerstrasse 32, 6490 Schluchtern.
Apr. 26-May 4, 1969. Hanover Fair. Messegelaende 3.

Leipzig

March 3-12. Int'l Spring Fair. Semi-annual. General. Hainstrasse 18.
Sept. 1-8. Int'l Fall Fair. Semi-annual. General. Hainstrasse 18.
Mar. 2-11, 1969. Int'l Spring Fair. Semi-annual. General. Hainstrasse 18.
Aug. 31-Sept. 7, 1969. Int'l Fall Fair. Semi-annual. General. Hainstrasse 18.

Mainz

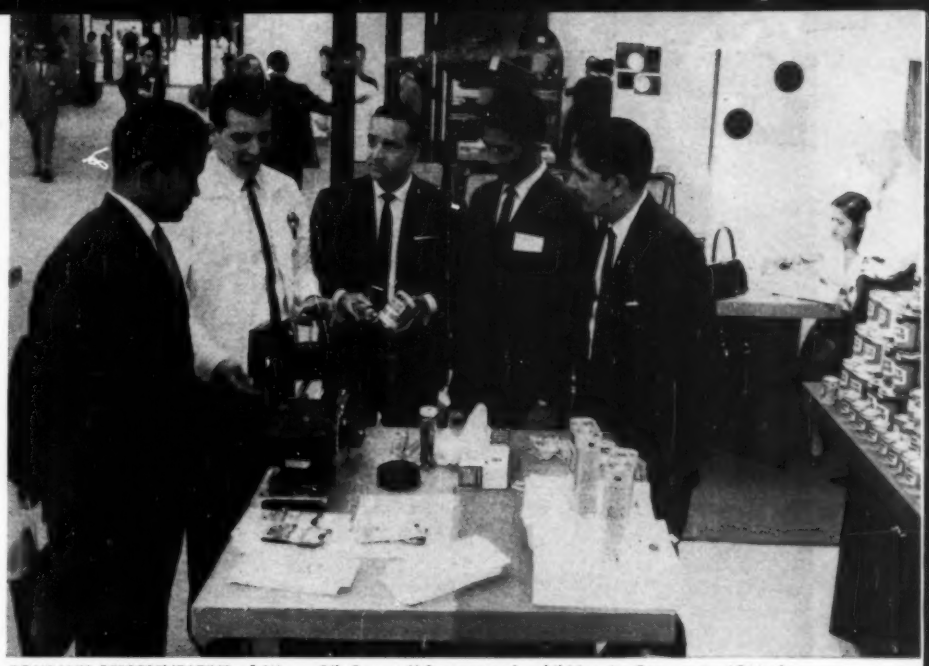
May 23-June 3. Components for Prefabricated Building. Schillerplatz 7, 65 Mainz.

Munich

Feb. 17-25. BAU-68. Exhibition of Building Materials and Interior Decoration. Theresienhohe 13.
Mar. 15-24. 20th Int'l Handicrafts and Trade Fair. Theresienhohe 13.
Mar. 31-April 4. Fashion Week. Brecherspitzstrasse 7.
Apr. 29-May 2. ANALYTICA-68. Int'l Trade Exhibition for Biochemical Analysis.
May 19-26. 50th Int'l Agricultural Show. Simmerweg 16.
June 25-28. FAB-68—Exhibition of Institutional Equipment. (Hospital & Asylum Supplies and Equip.) Theresienhohe 13.
Sept. 21-29. 7th IKOFA—Int'l Exhibition of Groceries and High-class Provisions. Theresienhohe 13.
Oct. 6-10. Fashion Week. Brecherspitzstrasse 7.
Nov. 7-13. ● ELECTRONICA—In't Exhibition of Electronic Components & Measurement Instruments.
Mar. 1-9, 1969. BAUMA-69—Int'l Construction Machinery Fair. Theresienhohe 13.
Mar. 23-27, 1969. Munich Fashion Week.
Apr. 11-20, 1969. 21st Int'l Small Enterprise Fair. Theresienhohe 13.
May 11-18, 1969. DIAGNOSTICA—Int'l Exhibition on Diagnostics. Theresienhohe 13.
Sept. 8-14, 1969. IFAT—Int'l Exhibition of Sewage Engineering. Theresienhohe 13.
Oct. 28-31, 1969. Office Equipment Exhibition. Theresienhohe 13.

Nuremberg

Feb. 10-16. Int'l Toy Fair. Berliner Platz 24.



COMPANY REPRESENTATIVE of Wynn Oil Co. at U.S.-sponsored exhibition in Caracas in 1966 shows his firm's automotive maintenance products to Latin buyers. Nearly 150 firms were in the show.

Offenbach

Mar. 2-7. Int'l Leather Goods Trade Fair. (Spring) Semi-annual. Kaiserstrasse 110.
Aug. 31-Sept. 4. Int'l Leather Goods Fair (Fall).

Saarbrucken

Apr. 20-May 1. Int'l Saar Trade Fair. Messegelaende 6600.

Stuttgart

Feb. 3-11. Motor-Sport-Hobby Exhibition.
Apr. 3-7. INTHERM-68—Int'l Oil and Gas Heating Fair. 741 Reutlingen/Wuerttemberg, Mozartstrasse 60.
May 11-19. Int'l Bakery Exhibition. Am Kochenhof 16, 17 Stuttgart.
Sept. 28-Oct. 6. 85th Agricultural Show.
April, 1969. Int'l Skilled Handicraft Exhibition.
Oct. 19-26, 1969. Int'l Blind and Rev. Shutter Products Fair. Biennial. 8 Stuttgart.
Oct. 19-26, 1969. INTERHOGA—Int'l Hotel and Catering Trade Exhibition.

Wiesbaden

Mar. 17-19. Int'l Sporting Goods Fair. Langgasse 17.
Apr. 21-25. Pharmaceutical & Electro-Medical Exhibition. Michelsberg 2.
May 26-28. INTERHUT—47th Int'l Trade Fair of Ladies Hats.
Oct. 12-15. 4th Int'l Souvenir & Gift Show. Kleine Wilhelmstrasse 2.
Oct. 25-Nov 3. HAFA—Household Exhibition for Homemakers. Kapellenstrasse 47.

Greece

Athens

Jan. 14-24. Footwear and Leather Exhibition.

Thessaloniki

Sept. 1-22. Int'l Fair of Thessaloniki. General.

Hong Kong

Hong Kong

Dec. 5-Jan 9. Exhibit of Hong Kong Products. 64-65 Connaught Rd.

Hungary

Budapest

May 17-27. Int'l Trade Fair. General. Hungarian Fairs Exhibition Organization. Varosliget.

India

Hyderabad

January-February. Industrial Exposition. Mukaram Jahi Rd.

Kashmir

Sept. 1-30. Industrial Exhibition. Srinagar.

Madras

January-February. Int'l Leather Fair. Central Leather Research Institute,

VETERAN EXHIBITORS at U.S. trade promotion shows at trade fairs and U.S. Trade Centers abroad are Ridge Tool Co. (left) and Aeroquip Corp., shown at the U.S. Exhibition at London's International Engineering Exhibition. The 40 companies in the show projected $4 million first-year sales following show.

Adyar, Madras 20.

Jan. 12-Feb. 17. Int'l Trade and Industrial Fair. Delhi St. Bldg. 30 Feroz Shah Rd.

Indonesia

Djakarta

Mar. 31-May 15. 4th Int'l Trade Fair. (Industrial, Agricultural, Communications, Cultural). National Board of Indonesian Fairs and Exhibitions, 47 Djalan Kreket Bruder.

Iran

Tehran

Oct. 5-24, 1969. 2nd Asian Int'l Trade Fair.

Iraq

Baghdad

Oct. 1-30. Baghdad Fair. General. Ministry of Culture and Guidance. Directorate General of Fairs and Exhibitions.

Ireland

Dublin

May. Dublin Spring Show. General. Industrial Royal Dublin Society, Ballsbridge.

September. Irish Packaging Exhibition. 41 Wellington Place.

Israel

Haifa

March-May. Haifa Flower Exhibition.

Tel Aviv

June 4-22. Tel Aviv Int'l Trade Fair. Metal Working Machine Tools, Materials Handling Equip., Packaging & Food Processing Equip.

Italy

Bari

Sept. 7-20. Int'l Levant Fair. General. Ente Autonomo Fiera del Levante.

October. Int'l Bldg. Industries Exhibition. Via del Lavoro 67.

Nov. 30-Dec. 2. Philatelic and Numismatic Exhibition.

Bolzano

Sept. 14-24. Int'l Fair of Bolzano. Via Roma 18. Bolzano.

Florence

Apr. 23-May 6. Nat'l Handicraft Fair. Piazza della Liberta 1.

September. Florence Fair. Piazza della Liberta 1.

Genoa

Feb. 1-11. Int'l Boat Show.

October-November. Int'l Welding and Welded Const. Exhibition.

Messina

August. Int'l Trade Fair. Campionaria Internazionale.

Milan

Jan. 20-24. Italian Leather Goods Show. Via Giacomo Leopardi 4.

Jan. 31-Feb. 6. Int'l Toy Fair. Via Morosin 20.

March. Milan Fur Fair. COMIS, Via Turati 7.

Apr. 14-25. 4th Milan Int'l Trade Fair.

September. European Radio and T.V. Exhibition. Via Luciano Manara 1.

Sept. 8-11. MACEF Exhibition of Dom. and Kitchen Equipment. Via Luciano Manara 1.

September. Fall Electrical Components Exhibition.

September. Fall Electrical Measurement Instruments and Accessories Show.

October. Italian Machine Tool Exhibition. Biennial.

Oct. 5-13. Int'l Plastics Show.

Oct. 12-20. Int'l Exhibition of Chemical Equipment.

Parma

Sept. 21-29. Int'l Preserved Food and Packaging Exhibition. Parco Ducale.

Pordenone

August-September. Industrial, Agricultural and Handicrafts Fair. Via Molenari 39.

Rome

June. Int'l Electronic and Nuclear Energy Exhibition and Congress. Via Crenscenzio 9.

Nov. 21-26. PARAQUA. Desalination and Water Purification equipment.

Trieste

June. Int'l Sample Fair. Piazzale de Gasperi 1.

Turin

February. SAMIA—Int'l Clothing Fair. Semi-annual. Corso Massimo d'Azeglio 15.

April. Italian Marketing Exhibition of High Quality Show and Leather Goods. Via Santa Teresa 22.

June 4-13. Turin Aircraft Show (Aircraft, Airport Equip.) Corso Massimo d'Azeglio 15).

September. SAMIA—Int'l Clothing Fair. Semi-annual. Corso Massimo d'Azeglio 15.

September. Technical Show.

Oct. 30-Nov. 10. Int'l Motor Show. Corso Galileo Ferraris 60.

Verona

February. Int'l Exhibition of Earth-Moving & Bldg. Mach. Casella Postale 199.

Jamaica

Kingston

August. Denbigh Agricultural Show and Fair. Jamaica Agricultural Society. 10-12 N. Parade.

Japan

Osaka

Apr. 9-29. 8th Osaka Int'l Trade Fair. Homachi bashi Higashi-ku.

Mar. 15-Sept. 13, 1970. EXPO-70. Japan World Exposition. Mido Bldg. 27 Homachi 4-chome, Higashi-ku.

Tokyo

February, Rubber & Chemical Fair, 2, 1-chome, Otemachi, Chiyoda-ku.

Feb. 5-7. Leather Goods Fair.

March. Industrial Material Show. 2, 1-chome, Otemachi, Chiyoda-ku.

April. Int'l Book Exhibition.

May 3-11. Tokyo Int'l Home Show. 2-3, Yuraku-cho, Chiyoda-ku.

May 17-22. Tokyo Int'l Home Show. 2-3, Yuraku-cho, Chiyoda-ku.

May 17-22. 34th Business Gift Fair. 1, 2-chome, Ginza-Nishi, Chuo-ku.

May-June. Automobile Accessories Show. 18, 2-chome, Marunouchi, Chiyoda-ku.

July-August. Gas & Oil Equip. Show. Nippon Gas Sekiyu Kogyokai, Kyowa, Bld. Shimokurumazaka, Taito-ku.

August. Japan Printing Show.

September. Plant Engineering & Maintenance Show. 25, Shiba Park, Minato-ku.

Sept. 8-15. Materials & Machinery for Packaging Yahatadori Shibuya-ku.

Sept. 17-23. ●Japan Electronics Show.

Oct. 2-13. Machine Tool Show. Homachi-bashi, Higashi-ku.

Oct. 9-18. Int'l Plastics Show. 2-chome Ginza-Higashi. Chuo-ku.

November. New Products Show.

November. Modern Laboratory Equip. Show.

October, 1969. Int'l Hudraulic & Pneumatic Machinery Fair. Biennial.

Oct. 6-11, 1969. Int'l Congress & Exhibition of Radiology.

Kenya

For additional information on all fairs in Kenya contact: P.O. Box 30176, Nairobi.

Eldoret

Mar. 4-5. Eldoret Show. Agricultural, Commercial, Industrial.

Kisumu

July. Kisumu Show. Agricultural, Commercial, Industrial.

Kitale

September. Kitale Show. Agricultural, Commercial, Industrial.

Nairobi

September. Nairobi Show. Kenya's Int'l Agricultural Show and Trade Fair.

June. Kenya Homes Exhibition. Home-building materials, decorations, etc.

Nakura

June. Nakuru Show. Agricultural, Commercial, and Industrial Show.

Nanyuki

August. Mt. Kenya Show. Agricultural, Commercial, Industrial.

Korea

Seoul

Sept. 9-Oct. 20. Korean Trade Fair. Korean Trade Promotion Corp. P.O. Box 1621.

Libya

Tripoli

Feb. 28-Mar. 20. ►Int'l Trade Fair.

Luxembourg

Luxembourg

May 23-Jun. 2. Int'l Fair. Consumer Goods, Industrial. Avenue Victor Hugo, P.O. Box 110.

Aug. 31-Sept. 9. Furniture Fair. 41 rue Glesener.

Malta

Naxxar

July 1-15. Int'l Malta Trade Fair.

BUSINESSMEN'S LOUNGES, a feature at U.S. Exhibitions at foreign trade fairs, provide an area for exhibitors' use in discussing business arrangements, such as this one at Tokyo's Hydraulic-Pneumatic Fair.

General. Malta Trade Fair Corp. Fair Grounds.

Malaysia

Kuala Lumpur

July-August. Int'l Trade Exhibition.

Morocco

Casablanca

May, 1969. Casablanca Int'l Exposition. Commissariat General de la Foire. 1 rue Jules Mauran.

Mozambique

Lourenco Marques

June 29-July 14. 4th FACIM. Agricultural, Commercial, and Industrial Fair.

LOCAL FRENCH AGENT for Optical Electronics, Inc. shows three-dimensional display oscilloscope to French government official at MESUCORA fair. Agents do much of the selling at international fairs.

Netherlands

Amsterdam

Jan. 27-Feb. 4. CARAVAN-RAI-68—Exhibition of Trailers and Accessories. R.A.I. Gebouw, N.V., Europaplein 8.

Jan. 15-20. Farming Machinery Exhibition. R.A.I. Gebouw, N.V., Europaplein 8.

Jan. 2-5. "HORECAVA"—Hotel and Restaurant Equipment. R.A.I. Gebouw, N.V., Europaplein 8.

Feb. 10-18. Int'l Commercial Vehicle Exhibition. Europaplein 8.

Feb. 26-Mar. 4. Int'l Motorcycles, Cycles and Accessories Exhibition.

Mar. 15-24. HISWA—Int'l Watersports and Camping Exhibition. R.A.I. Gebouw, N.V. Europaplein 8.

Mar. 31-Apr. 3. INTERCONTEX—Int'l Ready to Wear Clothing and Textile Trade Fair. R.A.I. Gebouw, N.V. Europaplein 8.

Apr. 19-23. 23rd Int'l Household Fair. Gerrit van der Veenstraat 94.

May 13-17. Industrial Safety Exhibition. Veilighiedsinstituut, Hobbemastraat 22.

May 13-18. "AUTOVAK" Trade Fair of Garage Equipment. R.A.I. Gebouw, N.V. Europaplein 8.

June. NEBATO—Netherlands Bakery Exhibition. Sweelinckplein 64, The Hague.

September. Men's Fashion Fair. N.E.V.-E.V., van Elghenstraat 101.

Nov. 7-11. EUROPORT-68—7th Int'l Shipping Exhibit. Jacobsplein 10, Rotterdam.

Sept. 29-Oct. 2, 1969. Int'l Electronic Packaging and Production Exhibition. Biennial.

Eindhoven

April, 1969. Int'l Electronic and Electronics Engineers, Int'l Magnetic Conf. and Exhibition.

Enschede

Mar. 19-28. Int'l Ideal Home Show. Willem de Zwijgerlaan 90, Postbus 6005, The Hague.

The Hague

April-May. NAVITO—Int'l Exhibition for Sports and Recreation. Zoutkeetsingel 139-140.

July. WEHATE-Int'l Horticultural Technical Fair (Machines, Boilers, Burners) P.O. Box 24, Naaldwijk.

Sept. 20-Oct. 1. Int'l Ideal Home Show. P.O. Box 6005.

Hilversum

Sept. 23-25. 5th Sport Fashions and Leisure Wear Exhibition. Pyrmontstratt 14-16, Enschede.

Rotterdam

Feb. 9-18. BINNENHUIS-68—Int'l Fair for Household Furnishings, Beurscentrum Rotterdam, Bersingel 104.

Mar. 8-17. LENTIADE—Holiday and Travel Exhibition with Flower Show. Beursgebouw, Kamer 424, Meent 110.

May 20-24. ODPEX-68—Offshore Drilling and Production Exhibition. Scientific Surveys Ltd., 11a Gloucester Road, London S.W. 7, United Kingdom.

Oct. 14-15. FEMINA—Int'l Consumers Fair. Beursgebouw Kamer 424, Meent 110.

Utrecht

Jan. 8-10. "V'68"—Int'l Camping and Sports Equip. Trade Fair. Vredenburg 49.

Jan. 8-12. Winter Trade Fair for Luggage and Leather Goods Souvenir Fair. Nederlandse Jaarbeurs, Vredenburg 49.

Jan. 21-25. KEUR-68—Handicrafts & Industrial Arts Exhibition (Consumer goods with do-it-yourself articles).

Mar. 18-21. HET KIND—Babies' and Children's Articles and Clothing. Nederlandse Jaarbeurs, Vredenburg 49.

Mar. 4-12. Int'l Spring Trade Fair (Technical and Consumer Goods). Nederlandse Jaarbeurs, Vredenburg 49.

Apr. 1-5. ROKA—Int'l Food Fair Mathenesserlaam 245, Rotterdam.

May. Self-Service Exhibition. Kastanjelaan 53, Arnhem.

May 9-18. Int'l Technical Show. Woodworking & Metalworking Machinery, hydraulic & Pneumatic Equipment.

June 9-13. Summer Trade Fair of Travel and Leather Goods, Nederlandse Jaarbeurs, Vredenburg 49.

Aug. 26-29. INDRO—Int'l Perfumery Trade Fair.

September. Lighting Goods Exhibition.

Sept. 8-13. Int'l Fall Fair. Consumer Goods Vredenburg 49.

September. INTERTONE-68. Musical Instruments. Exhibition. Vredenburg 49.

Sept. 25-28. ORNITHOPHILIA. Poultry and Fur Animals Exhibition. Vredenburg 49.

September. INTER-DECOR. Interior-Decoration and Furnishings Fabrics. Vredenburg 49.
Oct. 16-23. ● MACHEVO. Equipment for the Chemical and Petrochemical Industries.
October. HET KIND. Babies' and Children's Articles and Clothing. Vredenburg 49.
Sept. 9-13, 1969. EUROFINISH. Metal Surface Finishing Fair. Vredenburg 49.

Valkenburg

Mar. 16-21. "BBB" Int'l Hotel Trade Exhibition. P.O. Box 32.
October. 7th Int'l Builders Trade Fair for Modern Bldg. Methods. Eurohal, P.O. Box 32.

New Zealand

Auckland

Mar. 29-April 16. New Zealand Easter Show. General. P.O. Box 26014, Epsom.

Christchurch

August. New Zealand Industries Fair. (Industrial Engineering, Foodstuffs) P.O. Box 381.

Franklin

Feb. 16-17. The Franklin Show. (Agricultural, Motor Vehicles and Farm Machinery). P.O. Box 32, Pukekohe.

Hamilton

May-June. Waikato Winter Show. General. P.O. Box 616.

Napier

October. New Zealand Royal Show. P.O. Box 145.

Norway

Aalesund

August. North Sea Fair. Industry, Shipping, Fishery, Tourism. P.O. Box 261, Haugesund.

Oslo

Mar. 15-25. Agricultural Exhibition. Forsknigson, 1 Blindern.
Apr. 20-27. Chemical Engineering, Triennial. Forsknigson, 1 Blindern.
Apr. 20-27. AUTOMATICA-68. Triennial. Forsknigson, 1 Blindern.
May 20-29. 2nd Int'l Shipping Exhibition. P.O. Box 130. Skoyen, Oslo 2.
October. Materials Handling Exhibition. Forsknigson, 1 Blindern.

Peru

Lima

Apr. 21-27. TECNOMED-68. Medical Show. Apartado 4900. (Trade Only)
Nov. 1-15. 2nd Home Show Festival. Apartado 4900.

Poland

Poznan

June 9-23. 37th Poznan Int'l Fair. General. 14 Glogowska.
September. Poznan Fall Fair. Plac Powstancow 1, Warsaw.

Warsaw

May 19-23. 13th Int'l Book Fair. Books, Records, Art products. Krakowskie Przedmiescie 7.
July. Int'l Institute of Welding and Exhibit.

Portugal

Lisbon

Jun. 9-23. Int'l Fair of Lisbon. General. Praca das Industrias.

Between shows

An export sales method which is becoming more popular is using the display space of the United States Trade Centers between their regularly scheduled shows.

How can the U.S. manufacturer reserve the display space of the centers for between-show exhibits?

Simple. Contact the trade center director directly, in care of the American Embassy in Bangkok, London, Stockholm, and Tokyo, and in care of the American Consulate in Frankfurt and Milan. The government will not do any market surveys or publicity, however. All expenses must be met by the exhibitor.

Directors of the trade centers are: Bangkok—Charles Welbert; Frankfurt—Wolfgang Robinow; London—Donald S. Kilby; Milan—Martin Stahl; Stockholm—Stephen Duncan-Peters; and Tokyo—Richard Garnitz.

The six centers operate eight to ten regularly scheduled shows each year. The intervals between shows last two or three weeks. Additional time throughout the year also is allotted for rotating window displays and solo exhibits by U.S. firms.

Oporto

October. Int'l Machine Tools Exhibit. Praca das Industrias, Lisbon.

Singapore

Singapore

May-June. Machine Tools, Metalworking and Woodworking Machinery Exhibition.
Sept. 18-23. Singapore Careers-At-Sea Exhibition.

Somali Republic

Mogadiscio

September-October. Somali Int'l Fair. General. Somali Chamber of Commerce.

South Africa

Bloemfontein

Apr. 26-May 4. Central Agricultural Show. P.O. Box 377.

Cape Town

Feb. 28-Mar. 9. Cape Show. Agricultural, Industrial, Consumer Goods. P.O. Box 7, Goodwood.

Johannesburg

February. Show Train-Traveling Exhibition. P.O. Box 67.
Apr. 2-15. Rand Easter Show. P.O. Box 4344.
July 22-27. SACOMEX-Exhibition of Earthmoving and Construction Equip. P.O. Box 2900.
Aug. 19-24. Plastics '68. P.O. Box 2900.
August. Ventilation and Water Purification Exhibition. P.O. Box 2900.
Sept. 16-21. Hospital and Medical Equip. Exhibition. P.O. Box 2900.
Sept. 16-21. ELECTRA 68-Electronic and Nucleonic Fair. P.O. Box 2900.
Oct. 14-19. Commercial Transport Show. P.O. Box 2900.
Nov. 11-16. Mechanical Engineering and Machine Tools Exhibition. P.O. Box 2900.
November. Garage Equipment and Motor Accessories Exhibition. P.O. Box 2900.

Pretoria

August-September. Pretoria Exhibition. Agricultural, Consumer Goods and Equipment.

Spain

Barcelona

February. Int'l Boat Show. Parque de Montjuich.
Apr. 20-30. Int'l Automobile Show. Ave. Maria Christina.
June 1-15. Int'l Samples Fair. General. Parque de Montjuich.
June. GRAPHISPAK. Printing and Packaging Machinery Show. Parque de Montjuich.

Bilbao

Mar. 3-12. Machine Tool Exhibit. Apartado 468.
Aug. 14-29. Int'l Samples Fair. Apartado 468.

Elda

Sept. 13-20. Int'l Fair of Footwear and Related Industries. Avenida de Chapi.

Madrid

May 23-31. 3rd Int'l Book Exhibition.
October. ● U.S. Solo Exhibition. Food Processing & Packaging Equip.

Murcia

Apr. 1-10. Int'l Canning and Food Products Fair.

Seville

Apr. 10-30. IBERO-AMERICAN Samples Fair. Llano del Real 2, Valencia.

Valencia

Feb. 17-25. Toys and Children's Accessories Fair. Llano del Real 2.
Mar. 30-Apr. 7. Int'l Ceramica Glass and Gift Fair. Llano del Real 2.
May 1-15. Int'l Samples Fair. Llano del Real 2.
Oct. 12-21, 1969. Int'l Furniture and Woodworking Fair. Llano del Real 2.

Zaragoza

Mar. 31-Apr. 9. Technical Agricultural Machinery Fair. Palacio Ferial.
September. Nat'l Samples Fair. Palacio Ferial.

Sudan

Khartoum

December. Khartoum Agricultural, Industrial, Cultural and Commercial Fair. Ministry of Info. and Social Affairs, Exhibition Section.

Surinam

Paramaribo

September-October. Surinam Trade Fair. General. Gravenstraat 7.

Sweden

Goteborg

Jan. 20-24. Scandinavian Lighting Fair.
Feb. 22-Mar. 3. Swedish Int'l Boat Show. Forening, O Hamng 24.
March. Int'l Hotel & Restaurant Exhibition. P.O. Box 4034. Malmo 4.
April. Int'l Sea Transport & Ships' Equipment Exhibition. Svenska Massan.
Apr. 3-7. Medical Care & Health Commercial & Technical Exhibition. Svenska Massan. (Trade Only)
May 10-19. 51st Int'l Swedish Fair. General. Svenska Massan.
Sept. 7-15. Household of Today. Goteborgs Kopmannaforbund, Vasagatan 52.
Oct. 5-8. TRI-KO-SOM—Garment Trade Engineering Fair. (Machines & Accessories), 2, Boras.

Halsingborg

May 10-18, ENGINE-68—Int'l Excavation, Bldg. and Transportation Fair. Halsingborgsutstallningar.
Jun. 11-16. Scandinavian Aviation Exhibition. Halsingborgsutstallningar.
Aug. 3-11. ANTIK-68—Int'l Art and Antiques Fair Halsingborgsutstallningar.
Aug. 31-Sept. 8. Int'l Maritime Exhibition. Halsingborgsutstallningar.

Jonkoping

May 30-June 9. ELMIA—Agricultural and Industrial Fair.

Malmo

January. Int'l Boat Show. P.O. Box 19015, Malmo 19.
Apr. 19-23. MEKANIK-68. Industrial Branches Fair. (Engineering Workshops) P.O. Box 19015, Malmo 9.
May 15-19. Swedish Furniture Fair. P.O. Box 14012, Stockholm 14. (Trade Only)
Aug. 16-25. Int'l Fair of Malmo. P.O. Box 19015, Malmo 9.
Aug. 16-25. "A Cleaner World" Exhibit. P.O. Box 19015.
Aug. 16-25. BYGG-MA II—Int'l Bldg. Industry Fair. P.O. Box 19015, Malmo 19.
March, 1969. MOTORVAREN—Automobile and Accessories Show.
Oct. 1-5, 1969. RESTA—Int'l Hotel and Restaurant Fair. P.O. Box 19015.

Stockholm

Feb. 24-28. Forest Week and Int'l Forestry Exhibition. Storangsvagen 18.
Mar. 20-31. Int'l Boat Show. Storangsvagen 18.
Mar. 30-Apr. 7. Automation and Office Equipment Exhibition. Storangsvagen 18.
Apr. 7-12. HOSPITAL-68. Int'l Hospital Exhibition. Storangsvagen 18. (Trade Only).
April 22-28. DATA-68. Automatic Data Processing. Storangsvagen 18.
May 9-15. Transport Exhibition. Storangsvagen 18.
Sept. 4-15. St. Erik's Int'l Trade Fair. (Consumer Goods). Storangsvagen 18.
Oct. 4-10. Stockholm Technical Fair. Storangsvagen 18.

Switzerland

Basel

Feb. 7-14. Int'l Fair for Mech. Handling. Biennial. Schweizer Mustermesse 4000.

DISPLAYS BETWEEN REGULAR SHOWS at the six U.S. Trade Center net sales for U.S. firms. S.S. Automobile, Inc., which showed this limited production sports car at Tokyo recently expects $200,000 in sales.

CROWDS IN EL SALVADOR look at U.S. displays at the exhibition in San Salvador at the country's International Trade Fair in 1966. A repeat exhibition is planned there in November of next year.

Apr. 20-30. 52nd Swiss Industries Fair. Schweizer Mustermesse 4000.
May 29-June 4. Int'l Water and Sewage Purification Exhibition.
Sept. 1-3. INTERFEREX '68—Int'l Hardware Exhibition. Schweizer Mustermesse 4000.
Sept. 9-14. 4th ILMAC—Int'l Exhibition of Laboratory, Measurement and Automation. (Techniques in Chemistry and Chemical Engineering). Schweizer Mustermesse 4000.
Sept. 28-Oct. 6. HOLZ '68—Int'l Fair for Woodworking. Biennial. Schweizer Mustermesse 4000.
Nov. 15-24. FAWEMA—Exhibition for Machine Tools and Tools. Schweizer Mustermesse 4000.
Mar. 4-8, 1969. INEL—Int'l Exhibition of Industrial Electronics. Schweizer Mustermesse 4000.
May 23-June 4, 1969. PRO-AQUA '69—Int'l Congress & Exhibition on Industrial Trade and Domestic Waste Waters.
Oct. 6-11, 1969. NUCLEX—Int'l Nuclear Industries Fair. Schweizer Mustermesse 4000.
Nov. 19-25, 1969. Int'l Exhibition of Surface Treatment. Schweizer Mustermesse 4000.

Berne

May 4-14. BEA '68—Agricultural, Industrial, Commercial and Handicrafts Exhibition. C.P. 1009, 30001 Berne.
Nov. 8-18. MOWO—Exhibition of Fashion, Household Wares and Homes. Wogo, Thunstrasse, 72.

Chur

May 29-June 7. HIGA—Exhibition of Commerce, Industry, and Trade. Bahnhofstrasse 4.

Geneva

Mar. 14-24. Int'l Automobile Show. C.P. 1211, 1200 Geneva 24.
Oct. 23-Nov. 3. Ideal Home Show. C.P. 220, 1211 Geneva 4.

Lausanne

Mar. 2-10. Int'l Tourism and Sports Exhibition. 2 Ave. Agassiz.
Sept. 7-22. Swiss Fall Fair. Palais de Beaulieu.

Montreux

May 19-23. Int'l Exhibition of Television Equipment. C.P. 97, 1820 Montreux.

Zurich

February. Int'l Cycle and Motor Show. Zuspa, Stadthof 11, Thurganerstrasse 7.
Feb. 7-13. Swiss Boat Show. Zuspa, Stadthof 11, Thurfiauerstrasse 7.
Mar. 15-24. HILSA—Sanitation and Heating Tech. Fair.
May. European Furniture Show. Thurgauerstrasse 7, Stadthof 11.
May 10-18. Swiss Import Exhibit. Thurgauerstrasse 7, Stadthof 11.
June 7-11. Int'l Fair and Drugs and Perfume Trade Fair. Thurgauerstrasse 7, Stadthof 11.
June 21-25. School Needs Fair. Thurgauerstrasse 7, Stadthof 11.
Aug. 28-Sept. 2. FERA-Swiss Exhibition of Television, Electronics, Radio and Photo. Zuspa, Thurgauerstrasse 7, Stadthof 11.
Sept. 12-17. Int'l Advertising Fair. Thurgauerstrasse 7, Stadthof 11.
September. BUFA-Swiss Office Equipment Exhibition. Zuspa, Thurgauerstrasse 7, Stadthof 11.
Sept. 26-Oct. 6. Swiss Fall Fair. Household Living Sports and Fashion, Zuspa, Thurgauerstrasse 7, Stadthof 11.
Oct. 31-Nov. 5. Int'l Tech. Fair for Hydraulics and Pneumatics. Biennial. 20 Universitaetsstrasse.
Jan. 20-Feb. 4, 1969. MICROTECHNIC. Int'l fair for High Precision Technology and Metrology.

Tanzania

Dar es Salaam

July. Saba Saba (Double Seven) Trade Fair and Agricultural Fair.

Thailand

Bangkok

Feb. 1-18. 4th Bangkok Trade Fair. General Permanent Fair Ground, Watanaland.

Tunisia

Tunis

May 24-June 9. Int'l Trade Fair.

Turkey

Izmir

Aug. 20-Sept. 20. ► 37th Int'l Trade Fair.

United Arab Republic

Cairo

November. Cairo Int'l Fair. Industrial, Agricultural and Mining. Gezira.

United Kingdom

Bath

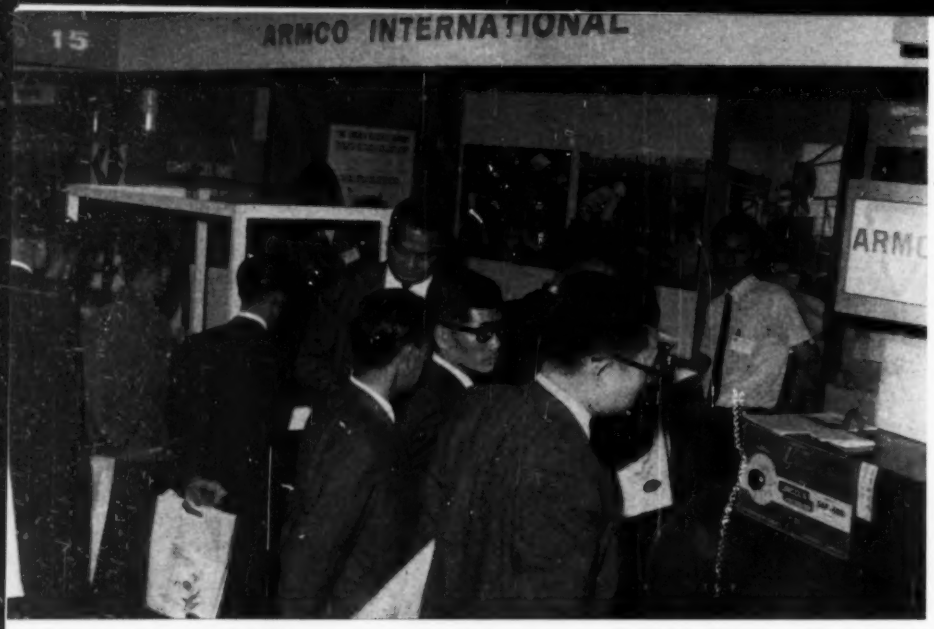
June 19-22. Antiques Fair. 7 Royal Wells Place, Cheltenham.

Belfast

May 25-28. Annual Show and Industrial Exhibit. Kings Hall, Balmoral, Belfast 9. No. Ireland.
Aug. 28-Sept. 14. Belfast *Telegraph* Ideal Home Show. 20 Merrion Square, Belfast 9, No. Ireland.

Birmingham

Feb. 17-Mar. 2. Boat and Holiday Show.



CHINESE CUSTOMERS examine arc welders during recently-completed U.S. Exhibition in Taipei, Republic of China. Over 60 U.S. firms expect a total of $2.2 million in sales in a year resulting from the show.

167 Garrison Lane.

Blackpool

Feb. 27-29. Nrn. Amusement Equipment and Coin-op. Machine Exhibition, Bristol House, West Street, Brighton, Sussex.

Mar. 31-Apr. 3. Autumn Shoes Exhibition.

Brighton

Jan. 28-Feb. 2. British Toy Fair. 89 Kingsway. (Trade only).

March. 9th Electric Domestic Appliance Exhibition. 1 Charing Cross.

Builth Wells

July 23-25. Royal Welsh Show. Agriculture, Horticultural, Livestock, Machinery.

Carnoustie

July 9-14. Golf Trade Exhibit.

Eastbourne

May 21-24. ITEX-68. Industrial Training Exhibition and Symposium. 11/13 Bridge St., West Manchester.

Edinburgh

Apr. 24-May 11. Ideal Home Show.

Aug. 5-10. Int'l Federation for Information Processing.

Glasgow

March 8-16. NORBEX—Northern British Engineering Exhibit.

May 16-27. Scotland Food Exhibit.

Oct. 2-19. Modern Homes Exhibit.

Nov. 8-16. BUILDEX—Building materials and Municipal Services, Exhibition.

Harrogate

Jan. 6-11. Int'l Toy Fair. Finsburg Court, Finsburg Pavement.

July 9-11. Great Yorkshire Show. Trade, Forestry, Wool. Livestock. Shepton Rd., York.

Sept. N. Floor Coverings Fair. 1-19 New Oxford St.

Sept. 5-12. N. Antique Dealers' Fair. 408 Leeds Rd., Bradford 3, York.

Kenilworth

July 2-5. The Royal Show. Agriculture, Livestock. 35 Belgrave Square.

Leicester

Apr. 26-27. 4th East Midlands Catering and Bakery Exhibition. 2 St. Albans Rd.

London

Jan. 3-13. Int'l Boat Show. 31 Great Queen St.

Jan. 3-13. Model Engineer. Exhibition. 13/35 Bridge Street, Hempstead.

Jan. 3-13. AUTOSPEED-68. Racing Cars & Accessories. 347 Goswell Rd

Jan. 9-18. Int'l Hotel & Catering Exhibition. 1-19 New Oxford St.

Jan. 16-18. Amusement Trades Exhibition. 19 Charing Cross Rd.

Jan. 22-26. LIGHTSHOW-68. Domestic & Decorative Lighting. 3-4 Clement's Inn.

Jan. 23-26. Community & Educ. Bldg. and Equip. Show. London Rd. Morden, Surrey.

Jan. 29-Feb. 2. Furniture Show. 1-19 New Oxford St.

Jan. 29-Feb. 2. Int'l Hardware Trade Fair. 9 Castle Place, High Wycombe.

Jan. 29-Feb. 2. STANDINEX-68. Stationery Industry Exhibition. 6 Wimpole St.

Feb. 2-10. Camping & Outdoor Life Holiday & Travel Exhibition. Spring Street.

Feb. 11-16. Leathergoods, Luggage & Handbag Fair. 9 St. Thomas St.

Feb. 13-15. ALTEX-68. Automatic Laboratory Techniques Exhibition. Streatham High Rd. 1-3 Astoria Parade.

Feb. 13-15. Decorating Materials Trade show. 40 High St. Erdington, Birmingham 23.

Feb. 19-22. Int'l Display Market Week. 2 Caxton St.

Feb. 26-Mar. 1. Int'l Carpet, Linoleum & Floor Coverings Fair. 1/19 New Oxford St.

Feb. 26-Mar. 1. IMBEX-68. Int'l Men's & Boy's Wear. 1/19 New Oxford St.

Mar. 5-30. Daily Mail Ideal Home Show. Temple Ave.

Mar. 22-30. Nat'l Stamp Exhibition. 27 John Adam St.

Mar. 25-28. FASEX-68. Industrial Fastening & Assembly Exhibition and Conference.

Mar. 25-29. Technical Exhibition. Gresham St.

Mar. 27-Apr. 3. Int'l Electrical Engineers Exhibition. 6 Museum House, 25 Museum St.

Mar. 31-Apr. 3. Autumn Shoes Exhibition. 84-88 Great Eastern St.

April 16-19. INTERLITH-68. Int'l Offset, Litho, Machinery & Equip. Exhibition. 3 Clements Inn.

Apr. 18-21. Int'l Audio Festival & Fair. 42 Manchester St.

Apr. 22-25. Spring Fashion Show. 40/42 Oxford St.

Apr. 22-25. Meat Industry Exhibition. 1 Dorset Bldg. Salesburg Sq.

Apr. 22-26. Int'l Brewing, Bottling & Allied Trades Exhibition. 1-19 New Oxford St.

Apr. 22-27. Int'l Heating, Ventilating & Air-Conditioning Exhibition. 9 Argyll St.

Apr. 23-27. Int'l Clothing Trade Exhibition. 3 Racquet Court, Fleet Street.

May 13-18. ● IEA. Electronic Design & Engine Apparatus Exhibition. Instruments, Engineering Computers & Electronic Production Equip.

May 14-24. Mech. Handling Exhibition. Dorset House, Stamford St.

May 20-23. Int'l Leather and Components Fair. 84-88 Great Eastern St.

May 27-31. Int'l Contract Furnishing & Interior Decorating Exhibition. Crown House, London Rd.

May 28-31. Furnishing Components Exhibition. 3 Clements Inn.

June 10-31. Engineering in Plastics Exhi-

bition. Waterloo Rd. Mercury House.

June 10-14. Int'l Industrial Finishes & Anti-Corrosion Exhibition. 3 Clements Inn.

June 10-14. Int'l Pipes & Pipelines' Engineering Exhibition. 3 Clements Inn.

June 12-27. Antiques Dealers' Fair & Exhibition. Grosvenor House, Park Lane.

June 27-July 11. Int'l Machine Tool Exhibition. 25-28 Buckingham Gate.

July 1-4. Bio-Medical Exhibition & Symposium. Fleet Street.

July 17-19. Audio-Visual Aids Conference and Exhibition. 33 Queen Ann's St.

July 29-Aug. 2. Ships' Gear Int'l. 3 Clements St.

Aug. 6-24. Soviet Industrial & Trade Fair. 1-19 New Oxford St.

Aug. 30-Sept. 14. Int'l Handicrafts & "Do-it-yourself" Exhibition. Link House, Dinkwell Ave.

Sept. 5-14. Int'l Food and Drink Fair. New Oxford St.

Sept. 9-13. Fluid Power Int'l Exhibition. Shepherds Bush Rd.

Sept. 20-28. Int'l Commercial Motor Transport Exhibition. Halkin St.

Sept. 30-Oct. 5. Int'l Plumbing & Domestic Heating Exhibition. 71 Broad St.

Sept. 30-Oct. 9. Business Efficiency Exhibition. 109 Kingsway.

Oct. 7-11. Diecasting & Precision Metal Moulding Exhibition. 96 Hatton Garden.

Oct. 15-13. Food Packaging & Processing Exhibition and Grocery Trade Exhibition. 6 London St.

Oct. 16-26. Int'l Motor Exhibition. Halkin St.

Oct. 22-25. "Clean Air Exhibition". Breams Bldg. London E.C. 4.

Oct. 30-31. London Bakers Exhibition. Holly Rd. Twickenham.

Nov. 8-16. BUILDEX-68. N. British Building Exhibition. Spring St.

Nov. 11-16. Public Works & Municipal Services Congress Exhibition. 3 Clements Inn.

Nov. 12-15. Int'l Reinforced Plastics Exhibition. 3 Clements Inn.

May 5-9, 1969. Mining and Metallurgical Exhibition. 3/4 Clements Inn. Strand.

May 12-17, 1969. Int'l Photo-Cine Fair. Dorset House, Stamford St.

May 28-June 3, 1969. World Fishing Exhibition. Shepherds Bush Rd.

June 2-6, 1969. Int'l Hospital Equip. & Medical Services Exhibition. 14 New Burlington St.

June 18-28, 1969. INTERPLAS-69. Int'l Plastics Exhibition. Dorset House, Stamford St.

Sept. 23-26, 1969. FILTECH-69. Int'l Filtration Exhibition. 1 Katherine Street, Croydon, Surrey.

Sept. 29-Oct. 8. Business Efficiency Fair. 109 Kingsway.

Manchester

February. Brighter Homes Exhibition. Deansgate.

Feb. 19-23. LABEX-68. Labeling Exhibition. Machinery & Equipment. Fleet St.

June 11-14. Int'l Exhibition of Spring-Making Equip. and Materials. High St.

August. Manchester British Furniture Exhibition. 17 Berners St.

United States

The fairs in this section are listed chronologically and by name, location, and management address. It represents only a partial listing of trade shows in this country, and includes those whose managements have indicated an interest in foreign exhibitors and/or visitors. Information is taken from the latest data available to the Department of Commerce. The Department cannot assume responsibility for accuracy of dates or the outcome of any transactions with the fair managements.

EUROPEAN HOTEL MANAGERS found U.S. catering equipment they need at the Barcelona TOUREX show held in June, the first of three such shows.

January 1968

7-10. Miami China, Glass, Gift Jewelry & Stationery Show. Miami Beach Helen Brett Enterprises, 6 E. Monroe St., Chicago, Ill. 60603

7-11. Atlantic City China & Glass Show. Atlantic City. Geo. Little Mgmt., 71 W. 23rd St., New York, N.Y. 10010

7-13. American Furniture Mart Int'l Home Furnishing Show. Chicago. 666 Lake Shore Dr., Chicago 60611

8-12. Automotive Engineering Congress & Expo. Detroit. 485 Lexington Ave., New York, N.Y. 10017

12-17. Miami Int'l Boat Show. Miami. 1333 S. Miami Ave., Miami, Fla. 33130

13-17. Independent Housewares Fair. Chicago. 466 Central Ave., Northfield, Ill. 60093

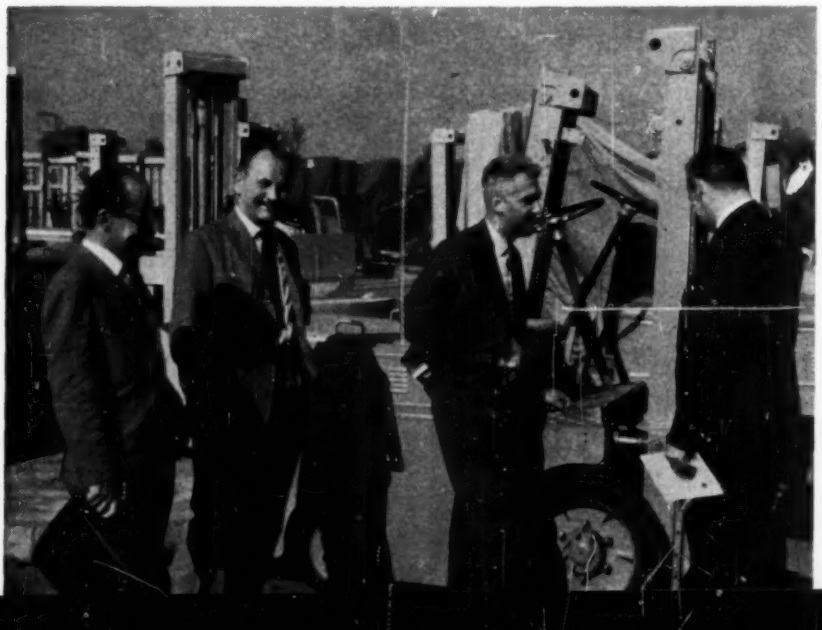
13-21 Philadelphia Motor Boat & Sportsmen's Show. Philadelphia. 136 Chestnut St., Phila. 19106

15-19 Nat'l Housewares Exhibit. Chicago. 1130 Mdse. Mart. Chicago, Ill. 60654

15-19 Pennsylvania Farm Show. Harrisburg. State Farm Products Show Commission, Harrisburg, Pa.

15-19. Southern Furniture Show. High Point, N.C. P.O.B. 828, High Point,

COMBINATION OF TWO EXPORT PROMOTIONS found members of U.S. Trade Mission to Bulgaria and Hungary visiting the U.S. Exhibition at the Plovdiv Trade Fair, sponsored by U.S. Information Agency.



North Carolina. 27261

16-18. Agricultural Trade Show of Maine. Lewiston. State House, Augusta, Maine. 04330

16-21. Oklahoma Sports, Boat & Travel Show. Tulsa. Industrial Expositions, 2785 N. Speer Blvd., Denver, Colorado. 80211

16-21. Toledo Automobile Show. Toledo. 1 Main St., Toledo, Ohio. 43605

19-24. Southern Jewelry Show. Atlanta, Ga. 631 Candler Bldg., Atlanta, Georgia. 30303

19-28. Mid-America Boat Show. Cleveland. 414 Caxton Bldg., Cleveland, Ohio. 44107

21-24. Nat'l Exposition for Food Processors—The Canners' Show. Atlantic City. 7758 Wisconsin Ave., Washington, D.C. 20014

21-26. California Gift Show. Los Angeles. 3510 Council St., Los Angeles, California, 90004

26-Feb. 4. Int'l Sports, Vacation & Travel Show. Los Angeles. 1417 Georgia St., Los Angeles, California. 90015.

27-31. Nat'l Automobile Dealers Equipment Exhibition. Las Vegas. 2000 "K" St., N.W., Washington, D.C. 20006.

29-31. Automotive Accessories Mfrs. Show. Philadelphia. 555 E. City Line Ave., Bala Cynwyd, Pa. 19004

29-Feb. 1. Air Conditioning, Heating & Refrigeration Industry Show. Atlantic City. 1815 N. Ft. Myer Drive, Arlington, Va. 22209.

29-Feb. 1. Nat'l Auto Accessories Exposition. Chicago. One Bala Ave., Bala Cynwyd, Pa. 19004

February 1968

2-11. San Francisco Nat'l Sports & Boat Show. San Francisco. 325 N. Pacific Ave., San Francisco. 94111

4-6. Memphis Cotton States Gift, Jewelry & Decorative Show. Memphis. Helen Brett Enterprises, 6 E. Monroe St., Chicago, Ill. 60603

4-8. Hobby Industry Trade Show. Chicago. 200 Fifth Ave., New York, New York. 10010

5-9. Nat'l Notion & Novelty Show. New York. 350 Fifth Ave., New York, New York. 10001

6-9. 5th Annual New England Industrial Show. East Boston. James K. Donahue Co., 829 Statler Office Bldg., Boston, Mass. 02116

7-18. Nat'l Boat Show. New York. 420 Lexington Ave., Room 1659, New York, New York. 10017

10-12. New England Hardware-Housewares Show. Boston. 665 Boylston, Boston, Mass. 02116

11-15. American Road Builders Convention & Road Show. Las Vegas. 525 School St., S.W., Washington, D.C. 20024

17-25. Nat'l Antiques Show. New York. 97 Duane St., New York, New York 10007

17-25. Washington Int'l Boat & Sport Show. Washington, D.C. William Campbell, 1411 "K" St., N.W., Washington, D.C. 20005

21-24. Pacific Automotive Show. Las Vegas. 714 W. Olympic St., Los Angeles, Calif. 90015

22-Mar. 3. New England Boat Show. Boston. 300 Harrison Ave., Boston, Mass. 02106

22-24. Int'l Automotive Service Industries Show. Las Vegas. 28 E. Jackson Blvd., Chicago, Ill. 60604

24-29. Master Photo Dealers & Finishers Assn. Show—IPEX. Philadelphia. 603 Lansing Ave., Jackson, Mich. 49202

25-29. Nat'l Sand & Gravel Exhibit. Las Vegas. 900 Spring St., Silver Spring, Md. 20910

26-28. Western Farm Show. Kansas City, Mo. Western Assn. 638 West 39th St., Kansas City, Missouri. 64111

28-29. Nat'l Drive-In Fast Foods & Soft Ice Cream Assn. Show. New York. 60 E. 42nd St., New York, New York. 10017

March 1968

1-3. Int'l Stamp Show. New York. Industrial Exhibitions, Inc., 121 W. 45th St., New York, New York. 10036

2-10. Int'l Flower Show. New York. Essex House, 158 W. 58th St., New York, New York. 10019

2-10. New York Int'l Sport & Camping Show. New York. Henry Hudson Hotel, 353 West 57th St., New York, New York. 10019

3-6. Denver Gift & Jewelry Show. Denver. 3510 Council St., Los Angeles, Calif. 90004

3-7. Detroit Gift Show. Detroit. P.O. Box 188, Zanesville, Ohio. 43701

5-10. Colorado Sports, Boat & Travel Show. Denver. Industrial Expositions, Inc., 2785 No. Speer Blvd., Denver, Colo. 80211

6-9. Nat'l Stationery & Office Equipment Show. San Francisco. 740 Investment Bldg., Washington, D.C. 20005

9-11. 53rd Nat'l Assn. of Bedding Mfrs. Annual Convention & Supply Show. Chicago. N.A.B.M., 724-9th St., Washington, D.C. 20001

9-17. Chicago Nat'l Boat Show. Chicago. 307 N. Michigan Ave., Chicago, Ill. 60602

10-14. Int'l Bicycle Show. New York. Int'l Trade Shows, 545 Fifth Ave., New York, New York. 10017

10-14. Int'l Toy & Trade Fair. New York. Int'l Trade Shows, 545 Fifth Ave., New York, N.Y. 10017

11-15. Western Metal & Tool Exposition. Los Angeles. Exposition Manager, American Society for Metals, Metals Park, Ohio.

11-15. American Toy Fair. New York. 200 Fifth Ave., New York, N.Y. 10010

12-16. Specialty Advertising Assn. Show. Chicago. 25 Boat Lane, Box H, Levittown, N.Y. 11756

AIR CONDITIONERS were among the most popular items at all three TOUREX promotions, designed to let U.S. manufacturers cash in on Europe's growing need for equipment and supplies for tourism industries.

17-20. Minneapolis Gift & Jewelry Show. Minneapolis. Helen Brett Enterprises, Inc., 6 East Monroe St., Chicago, Ill. 60603

17-21. ASME Gas Turbine Congress & Products Show. Washington, D.C. P.O. Box 188, Ho-Ho-Kus, New Jersey. 07423

18-21. Int'l Electric & Electronics Engineers Exbn. New York. Wm. C. Copp Adv. Dept., 72 W. 45th St., New York, N.Y. 10036

24-29. Philadelphia Gift Show. Philadelphia. Little Bros., 220 Fifth Ave., New York, N.Y. 10001

25-28. Nat'l Plant Engineering & Maintenance Show. Philadelphia. Clapp & Poliak, Inc., 341 Madison Ave., New York, N.Y. 10017

30-Apr. 7. Int'l Automobile Show. New York. Chas. Snitow Organization, Inc., 331 Madison Ave., New York, N.Y. 10017

COMMERCE SECRETARY Alexander B. Trowbridge, a frequent visitor at Commerce-sponsored promotions, greets Chinese representative of Poll Corp. at recent U.S. Industrial Machinery Exhibition in Taipei.

April 1968

2-7. Kansas Sports, Boat & Travel Show. Wichita. Industrial Expositions Inc., 2785 N. Speer Blvd., Denver, Colo. 80211

3-7. Int'l Photography & Travel Fair. New York. Chas. Snitow Organization, Inc., 331 Madison Ave., New York, N.Y. 10017

6-Oct. 6. HemisFair '68. San Antonio. Box 1968, San Antonio, Texas. 78206

19-26. Southern Furniture Show. High Point, N.C. P.O. Box 828, High Point, North Carolina. 27261.

22-25. Design Engineering Show. Chicago. Clapp & Poliak, Inc., 341 Madison Ave., New York, N.Y. 10017

22-25. New York Premium Show. New York. Arthur Tarshis Associates, 1616 Great Neck Road, Great Neck, N.Y. 11021

29-May 3. American Society of Tool Engineers Tool Show. Philadelphia. 20501 Ford Road, Dearborn, Mich. 48127

29-May 3. Foundry Show & AFS Castings Congress & Show. Cleveland. Martin C. Dwyer, Mgmt. 75 E. Wacker Drive, Chicago, Ill. 60611

30-May 2. American Federation of Information Processing Societies Conference & Exhibit. Atlantic City. 345 E. 47th St., New York, N.Y. 10017

May 1968

6-9. Nat'l Packaging Expo. New York. Clapp & Poliak, Inc., 341 Madison Ave., New York, N.Y. 10017.

13-16. Detroit Business Show. Detroit. 948 Penobscot Bldg., Detroit, Mich. 48226

14-16. Middle Atlantic Hospital Assembly. Atlantic City. Highway 206, Princeton, N.J. 08540

15-21. American Woodworking Machinery & Equipment Show. Greenville, S.C. P.O. Box 13005 Golden Gate Station, Greensboro, N.C. 27405

19-22. Int'l Office Expo. Los Angeles. Robert C. Walker, Exec. Manager 32 W. 40th St., New York, N.Y. 10018

19-26. Int'l Expo. of Flight. Las Vegas. Riviera Hotel. Las Vegas, Nevada 89109

20-23. Nat'l Restaurant Show. Chicago. 1530 N. Lake Shore Drive, Chicago 60610

22-25. Nat'l Independent Meat Packers Exbn. New Orleans. 740-11th St., N.W., Washington, D.C. 20001

26-29. Confectionery Industries Expo. Boston. 36 S. Wabash, Chicago.

June 1968

3-5. 2nd Annual Int'l Security Conference. New York. 8060 Melrose Ave., Los Angeles, Calif. 90046

4-6. Contract '68. New York. Nat'l Exposition Co. 14 West 40th St., New York, N.Y. 10018

6-8. Footwear Management Conference & Expo. Atlantic City. 342 Madison Ave., New York, N.Y. 10017

9-12. Int'l Electrical Industry Show. New York. Chas. Snitow Organization, Inc., 331 Madison Ave., New York, N.Y. 10017

9-16. Electronic Industry Meeting & Show. New York. Room 1702, 100 S. Wacker Drive, Chicago, Ill. 60606

16-22. American Furniture Mart Int'l Home Furnishing Show. Chicago. 666 Lake Shore Drive, Chicago, Ill. 60611

20-25. Int'l Graphic Arts Show—PRINT '68. Chicago. NPEA Exhibits Inc., 250 Park Ave., New York, N.Y. 10017

23-25. Nat'l Plumbing & Heating Expo. Detroit. 1016-20th St. N.W. Washington, D.C. 20036

23-26. Consumer Electronics Show. New York. Chas. Snitow Organization, Inc., 331 Madison Ave., New York, N.Y. 10017

23-27. Nat'l Assn. Retail Grocers Convention & Exhibit. Boston. 360 N. Michigan Ave., Chicago, Ill. 60601

July 1968

8-12. Southern Furniture Show. High Point, N.C. P.O.B. 828, High Point, N.C. 27261

11-14. Southern Jewelry Show. Atlanta, Ga. 631 Candler Bldg., Atlanta, Ga. 30303

15-19. Nat'l Housewares Exhibit. Chicago. 1130 Merchandise Mart, Chicago, Ill. 60654

28-31. New Orleans Gift & Jewelry Show. New Orleans. Helen Brett Enterprises, 6 E. Monroe St., Chicago, Ill. 60603

August 1968

4-7. Memphis Cotton States Gift, Jewelry & Decorative Show. Memphis. Helen Brett Enterprises, 6 E. Monroe St., Chicago, Ill. 60603

4-7. Nat'l Fancy Food & Confection Show. New York. Chas. Snitow Organization, Inc., 331 Madison Ave., New York, New York. 10017

4-8. Nat'l Jewelry Trade Show. New York. 1025 Vermont Ave., N.W., Washington, D.C. 20005

14-17. Specialty Advertising Assn. Show. Chicago. 25 Boat Lane, Box H. Levittown, New York. 11756

15-24. Kentucky State Fair. Louisville. P.O.B. 17067, Louisville, Ky. 40217

20-23. Western Electronic Show & Convention. Los Angeles. 3600 Wilshire Blvd., Los Angeles, Calif. 90005

25-28. Denver Gift & Jewelry Show. Denver. 3510 Council St., Los Angeles, Calif. 90004

25-28. Minneapolis Gift & Jewelry Show. Minneapolis. Helen Brett Enterprises, Inc., 6 E. Monroe St., Chicago, Ill. 60603.

September 1968

1-5. Detroit Gift Show. Detroit. P.O.B. 188. Zanesville, Ohio. 43701

8-11. Miami China, Glass, Gift, Jewelry & Stationery Show. Miami Beach. Helen Brett Enterprises, 6 E. Monroe St., Chicago, Ill. 60603

8-12. Int'l Poultry Industry Exposition-IPIE. Chicago. Martin C. Dwyer, Inc., 400 N. Michigan Ave., Chicago, Ill. 60611

14-18. NAFM Int'l Woodworking Machinery & Furniture Supply Fair. Louisville, Ky. 666 Lake Shore Drive, Chicago, Ill. 60611

14-22. Eastern States Exposition. West Springfield, Mass. 1305 Memorial Ave., P.O.B. 191, West Springfield, Mass. 01089

15-18. American Meat Institute Convention & Exhibition. Chicago. 59 E. Van Buren St., Chicago, Ill. 60605.

15-20. Philadelphia Gift Show. Philadelphia. Little Bros., 220 Fifth Ave., New York, N.Y. 10001

16-19. American Hospital Assn. Show. Atlantic City. 840 N. Lake Shore Drive, Chicago, Ill. 60611

17-20. Int'l Brewing Industries Exbn. Detroit. 1849 W. 24th St., Cleveland, Ohio. 44113

21-29. The State Fair of Oklahoma. Oklahoma City. 500 Land Rush St., State Fair Grounds, Oklahoma City, Okla. 73107

23-26. Iron & Steel Expo. Cleveland. 1010 Empire Bldg., Pittsburgh, Pa. 15222

24-26. Food & Drug Packaging Show. New York. Shea Expositions Corp. 250 Gateway Tower, Pittsburgh, Pa., 15222

25-27. Marking Device Assn. Show. Boston. 1611 Chicago Ave., Evanston, Ill. 60201

25-27. New England Business Equipment Expo. Boston. Rhodes Expo. Co. 201 Sheraton Biltmore, Providence, R.I. 02902

26-29. Marine Trades Exbn. Chicago. Outboard Boating Club of America, 307 N. Michigan Ave., Chicago, Ill. 60601

29-Oct. 4. ASTME-American Society for Testing Materials Show. Atlanta, Ga. 1916 Race St., Philadelphia, Pa. 19103

October 1968

1-5. Heart O'Texas Fair. Waco. P.O.B. 7581, Waco, Texas. 76710

4-6. American Bottled Water Assn. Trade Show. San Francisco. Staff Development Inc., 1411 W. Olympic Blvd., Los Angeles, Calif. 90015

5-7. Pan American Hotel & Restaurant Expo. Miami Beach. 141 N.E. 3rd Ave., Miami, Fla. 33132

5-20. State Fair of Texas. Dallas. P.O.B. 26010. Dallas, Texas. 75221

5-9. Nat'l Tire Dealers & Retreaders Assn. Show. Cleveland. 1343 "L" St., N.W. Washington, D.C. 20005

6-10. American Mining Congress. Las Vegas. 1102 Ring Bldg., Washington, D.C. 20006

7-10. Nat'l Hardware Show. New York. Chas. Snitow Organization, Inc., 331 Madison Ave., New York, N.Y. 10017

13-16. Produce Packaging Expo. San Francisco. P.O. Box 674, Newark, Del. 19711

13-17. American Society for Metals Meeting & Show. Detroit. Expo. Mgr., Metals Park, Ohio. 44073

18-21. American Hardware Mfrs. Assn. Show. Atlantic City. 342 Madison Ave., New York, N.Y. 10017

18-25. Southern Furniture Show. High Point. P.O. Box 828, High Point, N.C. 27261

20-23. Public Works Congress & Equipment Show. Miami Beach. 1313 E. 60th St., Chicago, Ill. 60617

21-25. Southern Textile Expo. Greenville. Box 5823, Station B, Greenville, S.C. 29606

22-24. Point of Purchase Advertising Institute Show. New York. 521 Fifth Ave., New York, N.Y. 10017.

24-27. Mountain States Industrial & Business Exhibit & Conference. Denver. Industrial Expositions Inc., 2785 N. Speer Blvd., Denver, Colo. 80211

27-30. Nat'l Outerwear & Sportswear Show. New York. 347 Fifth Ave., New York, New York 10016

26-29. Nat'l Sporting Goods Assn. Show. Anaheim. 23 E. Jackson Blvd., Chicago, Ill. 60604

28-31. Instrument-Automation Conference & Exbn. New York. Penn Sheraton Hotel, 530 Wm. Penn Place, Pittsburgh, Pa. 15219

28-Nov. 1. Second Int'l Container Services & Equip. Expo. Baltimore. Mack-Brooks Exbns. Ltd., Suite 438/440, Lord Baltimore Hotel, Baltimore, Md. 21203

31-Nov. 3. Nat'l Stationery & Office Equip. Show. New York. 740 Investment Bldg., Washington, D.C. 20005

November 1968

4-7. Die Casting Expo. & Congress. Detroit. 1601 W. Lafayette St., Detroit, Mich. 48216

6-8. Northeast Electronics Research & Engineering Meeting & Show. Boston. Box 324, Waltham, Mass. 02154

6-10. Direct Mail Advertising Assn. Show. Chicago. 230 Park Ave., New York, N.Y. 10017

10-14. Atom Fair. Washington, D.C. 14 W. 40th St., New York, N.Y. 10018

10-15. American Society of Agronomy.

LARGE VARIETY OF PRODUCTS on display at the Aeroquip booth at the Paris Air Show drew numerous French and continental buyers to see the firm's lines of aerospace fittings, supplies, and equipment.

New Orleans. 677 S. Segoe Road, Madison, Wisc. 53711

11-14. Nat'l Hotel & Motor Hotel Expo. New York. 141 West 51st St., New York, N.Y. 10019

17-21. Int'l Assn. of Clothing Designers. Philadelphia. 12 So. 12th St., Philadelphia, Pa. 19107

18-22. Nat'l Plastics Expo. Chicago. Clapp & Poliak Inc., 341 Madison Ave., New York, N.Y. 10017

18-21. Int'l Soft Drink Industry Expo. Detroit. Clapp & Poliak, Inc. 341 Madison Ave., New York, N.Y. 10017

December 1968

8-11. Nat'l Electronics Conference & Exhibit. Chicago. 228 N. LaSalle St., Chicago, Ill. 60601

8-13. Agricultural Engineering Expo. Chicago. Fischer Enterprises, 530 Wm. Penn. Pl. Pittsburgh, Pa. 15219

26-30. Exposition of Science & Industry. Dallas. 1515 Mass. Ave., N.W. Washington, D.C. 20005

January 1969

13-17. Automotive Engineers Engineering Congress & Expo. Detroit. 485 Lexington Ave., New York, N.Y. 10017

13-17. Nat'l Housewares Exhibit. Chicago. 1130 Mdse. Mart, Chicago, Ill. 60654

13-17. Pennsylvania Farm Show. Harrisburg. State Farm Products Show Committee, Harrisburg, Pa.

14-19. Toledo Automobile Show. Toledo. 1 Main St., Toledo, Ohio 43605

19-22. Nat'l Exposition for Food Processors.—The Canners Show. San Francisco. 7758 Wisconsin Ave., Washington, D.C. 20014

19-23. Nat'l Assn. of Home Builders Convention & Show. Houston, 1625 "L" St., N.W., Washington, D.C. 20036

22-Feb. 2. Nat'l Boat Show. New York. 420 Lexington Ave., Room 1659, New York, N.Y. 10017

27-30. Int'l Heating & Air Conditioning Expo. Chicago. 200 Park Ave., New York 10017

February 1969

1-10. San Francisco Nat'l Sports & Boat Show. San Francisco. 325 N. Pacific Ave., San Francisco, Calif. 94111

8-16. Philadelphia Motor Boat & Sportsmen's Show. Philadelphia. 136 Chestnut St., Philadelphia, Pa. 19106

26-28. Int'l Automotive Service Industries Show. Chicago. 28 E. Jackson Blvd., Chicago, Ill. 60604

March 1969

2-5. Denver Gift & Jewelry Show. Denver. 3510 Council St., Los Angeles, Calif. 90004

8-16. Chicago Nat'l Boat Show. Chicago. 307 N. Michigan Ave., Chicago, Ill. 60602

16-20. ASME Gas Turbine Conference & Products Show. Cleveland. P.O.B. 188, Ho-Ho-Kus, N.J. 07423

18-22. Specialty Advertising Assn. Show. Chicago. 25 Boat Lane, Box H Levittown, New York 11756

23-28. Philadelphia Gift Show. Philadelphia. Little Bros. 220 Fifth Ave., New York, N.Y. 10001

24-27. Int'l Electric & Electronics Engineers Exbn. New York. Wm. C. Copp, Adv. Department, 72 W. 45th St., New York, N.Y. 10036

24-27. Nat'l Plant Engineering & Plant Maintenance Show. Cleveland. Clapp & Poliak Inc., 341 Madison Ave., New York, N.Y. 10017

April 1969

8-10. Progress in Electrical Electronic Equipment Exbn. St. Louis. 1221 Locust St., St. Louis, Mo. 63103

14-18. American Society of Tool Engineers Tool Show. Cleveland. 20501 Ford Rd., Dearborn, Mich. 48127

17-20. Nat'l Stationery & Office Equipment Show. Atlanta. 740 Investment Bldg., Washington, D.C. 20005

28-May 2. Knitting Arts Exhibition. Atlantic City. Robert T. Kenworthy, Inc., 866 U.N. Plaza, New York, N.Y. 10017

May 1969

19-22. Design Engineering Show. New York. Clapp & Poliak Inc., 341 Madison Ave., New York, N.Y. 10017

20-22. Middle Atlantic Hospital Assembly. Atlantic City. Highway 206, Princeton, N.J. 08540

21-23. Electronic Industry Meeting & Show. Las Vegas. Room 1702, 100 S. Wacker Drive, Chicago, Ill. 60606

26-29. Nat'l Restaurant Show. Chicago. 1530 N. Lake Shore Drive, Chicago, Ill. 60610

June 1969

5-7. Footwear Management Conference & Exposition. Atlantic City. 342 Madison Ave., New York, N.Y. 10017

14-18. Nat'l Housewares Exhibit. Chicago. 1130 Merchandise Mart, Chicago, Ill. 60654

15-19. Nat'l Plumbing & Heating Expo. Washington, D.C. 1026 20th St. N.W., Washington, D.C. 20036

COMPANY VICE PRESIDENT (left) of Manatrol discussed his company's products with Japanese buyers at the International Hydraulic and Pneumatic Machine Fair in Tokyo recently.

22-25. Industrial Advertising Expo. Los Angeles. 41 E. 42nd St., New York, N.Y. 10017

22-26. Nat'l Assn. Retail Grocers Convention & Exhibit. Detroit. 360 N. Mich. Ave., Chicago, Ill. 60601

August 1969

13-16. Specialty Advertising Assn. Show. Chicago. 25 Boat Lane, Box H, Levittown, New York. 11756

19-22. Western Electronic Show & Convention. San Francisco. 3600 Wilshire Blvd., Los Angeles, Calif. 90005

24-27. Denver Gift & Jewelry Show. Denver. 3510 Council St., Los Angeles, Calif. 90004

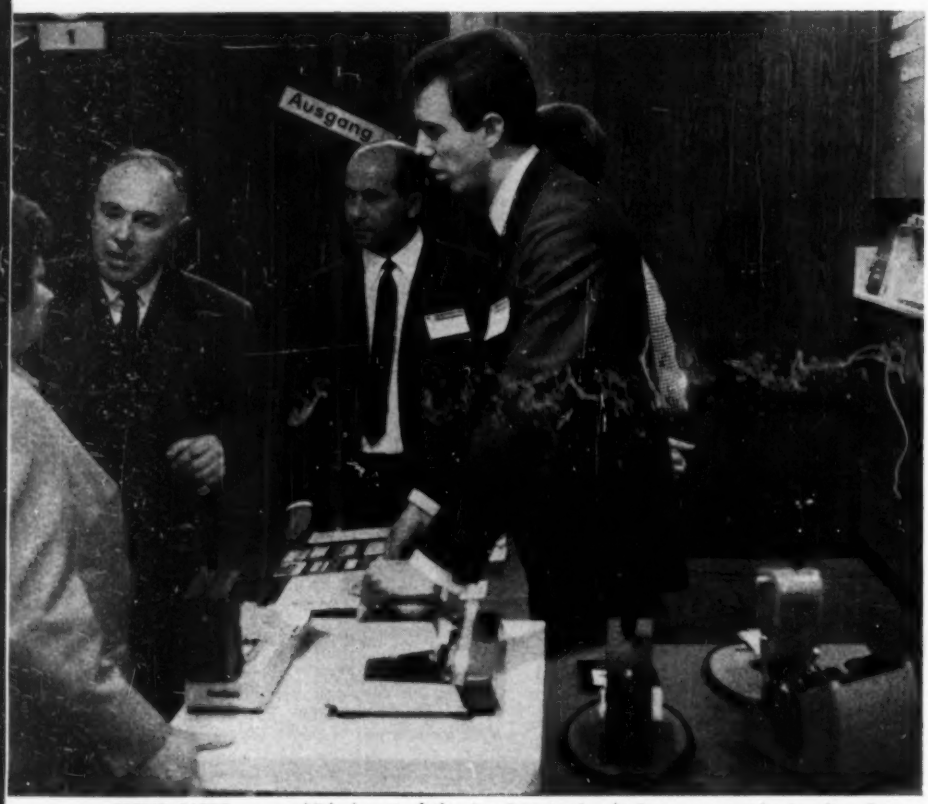
September 1969

13-21. Eastern States Expo. W. Springfield, Mass. P.O. Box 1911, 1305 Memorial Ave., W. Springfield, Mass. 01089

17-20. Nat'l Stationery & Office Equipment Show. Chicago. 740 Investment Bldg., Washington, D.C. 20005

24-29. Direct Mail Advertising Show. Boston. 230 Park Ave., New York, N.Y. 10017

27-Oct. 1. Nat'l Tire Dealers & Retreaders Assn. Show. Atlanta, Ga. 1343



CREDIT CARDS, an established part of the American tourism business, are rapidly invading Europe, and Addressograph-Multigraph Corp. was at the Munich TOUREX show to introduce its card systems.

"L" St., N.W. Washington, D.C. 20005

28-Oct. 1. American Meat Institute Convention & Exhibition. Chicago. 59 E. Van Buren St., Chicago, Ill. 60605

28-Oct. 3. Philadelphia Gift Show. Philadelphia. Little Bros., 220 Fifth Ave., New York, N.Y. 10001

October 1969

12-15. Produce Packaging Expo. Boston. P.O.B. 674, Newark, Del. 19711

13-24. ATME-American Textile Machinery Exhibition. Greenville, S.C. P.O. Box 596, Vienna, Va. 22180.

17-19. Pan American Hotel & Restaurant Expo. Miami Beach. 141 N.E. 3rd Ave., Miami, Fla. 33132.

19-23. American Society for Metals Meeting & Show. Chicago. Exposition Manager, Metals Park, Ohio. 44073

27-30. Point of Purchase Advertising Institute Show. Chicago. 521 Fifth Ave., New York, N.Y. 10017

27-30. Instrument-Automation Conference & Exhibition. Houston. Penn Sheraton Hotel, 530 Wm. Penn Place, Pittsburgh, Pa. 15219

November 1969

5-7. Northeast Electronics Research & Engineering Show. Boston. Box 324, Waltham, Mass. 02154

9-15. American Society of Agronomy. Detroit. 677 S. Segoe Rd. Madison, Wisc., 53711

13-17. Int'l Assn. of Clothing Designers. Baltimore. 12 So. 12th St., Philadelphia, Pa. 19107

17-20. Int'l Soft Drink Industry Expo. San Francisco. Clapp & Poliak, Inc., 341 Madison Ave., New York, N.Y. 10017

December 1969

1-5. Atom Fair. San Francisco. 14 W. 40th St., New York, N.Y. 10018

1-5. Expo. of Chemical Industries. New York. Int'l Expositions Co., Inc., Pan Am. Bldg., 200 Park Ave., New York, N.Y. 10017

26-31. Expo. of Science & Industry. Boston. 1515 Mass. Ave., N.W., Washington, D.C. 20005

May 1970

19-21. Middle Atlantic Hospital Assembly. Atlantic City, Highway 206, Princeton, N.J. 08540

June 1970

4-6. Footwear Management Conference & Exhibit. Atlantic City. 342 Madison Ave., New York, N.Y. 10017

September 1970

19-23. Nat'l Tire Dealers & Retreaders Assn. Show. Atlantic City. 1343 "L" St. N.W. Washington, D.C. 20005

October 1970

18-21. American Hardware Mfrs. Assn. Show. Atlantic City. 342 Madison Ave., New York, N.Y. 10017.

USSR

Leningrad

Aug. 6-20. Int'l Exhibition "Modern Means of Catching and Processing Fish and Processing Fish and Sea Products" , USSR Department of Int'l Exhibitions. 6 Kuibyshev St.

Moscow

May-June. Int'l Exhibition of Modern Civil Engineering and Household Equipment. Sokolniki Park. USSR Department of Int'l Exhibitions. 6 Kuibyshev St.

May. INPRODMASH—Int'l Exhibition of Mech. and Automated Equip. Packaging Equipment and Transportation Conveyances for Food Industry. USSR Department of Int'l Exhibitions. 6 Kuibyshev St.

May 21-June 4. INTERBYTMASH—Int'l Exhibition for Municipal Services and Personal Services Establishments. USSR Department of Int'l Exhibitions. 6 Kuibyshev St.

September 1969. Modern Printing Machinery. USSR Department of Int'l Exhibitions. 6 Kuibyshev St.

May-June 1970. Modern Equipment and Technological processes in the Light Industry. Sokolniki Park. USSR Department of Int'l Exhibitions. 6 Kuibyshev St.

September 1970. Int'l Chemistry Exhibition. Sokolniki Park. USSR Department of Int'l Exhibitions. 6 Kuibyshev St.

Zambia

Kitwe

May. Copperbelt Agricultural Show.

Lusaka

August. Lusaka Agricultural Show. P.O. Box 333.

Ndola

July. Zambia Trade Fair. General P.O. Box 1058.

Specialty fairs—a cross-reference

The following list repeats some of the foreign fairs included in the foregoing schedule. There are events which have one distinctive major item for display. Readers will find additional details by referring to the main list, which gives the international fairs by country and city.

Advertising

Boston, MASSACHUSETTS; Chicago, ILLINOIS; Los Angeles, CALIFORNIA; New York, NEW YORK.

Agriculture

Wels, AUSTRIA; Brussels, BELGIUM; Toronto, CANADA; Herning, DENMARK; San Salvador, EL SALVADOR; Paris, FRANCE; Berlin, Dortmund, Hamburg, Munich, Stuttgart, GERMANY; Harrogate, London, GREAT BRITAIN; Djakarta, INDONESIA; Pordenone, ITALY; Kingston, JAMAICA; Eldoret, Nairobi, Nakuru, Nanyuki, KENYA; Lourenco Marques, MOZAMBIQUE; Amsterdam, NETHERLANDS; Oslo, NORWAY; Bloemfontein, Cape Town, Pretoria, SOUTH AFRICA; Zaragoza, SPAIN; Khartoum, SUDAN; Jonkoping, SWEDEN; Basel, SWITZERLAND; Dar es Salaam, TANZANIA; Cairo, UAR; Kitwe, Lusaka, ZAMBIA; Chicago, ILLINOIS; Dallas, TEXAS; Detroit, MICHIGAN; Harrisburg, PENNSYLVANIA; Kansas City, MISSOURI; Lewiston, MAINE; Louisville, KENTUCKY; New Orleans, LOUISIANA; Oklahoma City, OKLAHOMA; Waco, TEXAS; West Springfield, MISSOURI.

Audio-Visual

Copenhagen, DENMARK; Paris, FRANCE; London, GREAT BRITAIN; Milan, ITALY; Utrecht, NETHERLANDS; Montreux, Zurich, SWITZERLAND.

Aviation

Paris, FRANCE; Hamburg, GERMANY; Turin, ITALY; Halsingborg, SWEDEN; Las Vegas, NEVADA.

Beverages

Detroit, MICHIGAN; San Francisco, CALIFORNIA.

Boats & Boating

Melbourne, Sydney, AUSTRALIA; Montreal, Toronto, CANADA; Copenhagen, DENMARK; Helsinki, Turku, FINLAND; Paris, FRANCE; Berlin, Friedrichshafen, Hamburg, GERMANY; Birmingham, London, GREAT BRITAIN; Genoa, ITALY; Barcelona, SPAIN; Goteborg, Malmo, Stockholm, SWEDEN; Zurich, SWITZERLAND; Boston, MASSACHUSETTS; Chicago, ILLINOIS; Cleveland, OHIO; Miami, FLORIDA; New York, NEW YORK; Philadelphia, PENNSYLVANIA; San Francisco, CALIFORNIA; Tulsa, OKLAHOMA; Washington, D.C.; Wichita, KANSAS.

Building & Construction

Brussels, BELGIUM; Paris, FRANCE, Essen, Mainz, GERMANY; London, Manchester, GREAT BRITAIN; Bari, Verona, ITALY; Valkinborg, NETHERLANDS; Glasgow, SCOTLAND; Johannesburg, SOUTH AFRICA; Halsingborg, Malmo, SWEDEN; Las Vegas, NEVADA; Miami Beach, FLORIDA.

Business

Boston, MASSACHUSETTS; Dallas, TEXAS; Denver, COLORADO; Detroit, MICHIGAN; New York, NEW YORK.

Camping, Sports, Fishing

Montreal, Toronto, CANADA; Copenhagen, Esbjerg, DENMARK; Grenoble, Paris, FRANCE; Berlin, Essen, Stuttgart, Wiesbaden, GERMANY; London, GREAT BRITAIN; Amsterdam, The Hague, Utrecht, NETHERLANDS; Lausanne, SWITZERLAND; Anaheim, CALIFORNIA; Los Angeles, CALIFORNIA; New York, NEW YORK; Philadelphia, PENNSYLVANIA; San Francisco, CALIFORNIA; Wichita, KANSAS.

Clothing & Textiles

Dornbirn, AUSTRIA; Brussels, BELGIUM; Rio de Janeiro, BRAZIL; Copenhagen, Herning, DENMARK; Paris, FRANCE; Berlin, Dusseldorf, Frankfurt, Hamburg, GERMANY; London, GREAT BRITAIN; Turin, ITALY; Amsterdam, Hilversum, Utrecht, NETHERLANDS; Baltimore, MARYLAND; Greenville, SOUTH CAROLINA; New York, NEW YORK; Philadelphia, PENNSYLVANIA.

Electrical, Electronics, Instruments, Automation

Paris, FRANCE; Duesseldorf, Munich, GERMANY; London, GREAT BRITAIN; Milan, ITALY; Tokyo, JAPAN; Eindhoven, NETHERLANDS; Oslo, NORWAY; Johannesburg, SOUTH AFRICA; Stockholm, SWEDEN; Basel, SWITZERLAND; Moscow, USSR; Atlantic City, NEW JERSEY; Boston, MASSACHUSETTS; Chicago, ILLINOIS; Houston, TEXAS; Las Vegas, NEVADA; Los Angeles, CALIFORNIA; New York, NEW YORK; St. Louis, MISSOURI; San Francisco, CALIFORNIA.

Engineering

Perth, Sydney, AUSTRALIA; Montreal, CANADA; Munich, GERMANY; London, GREAT BRITAIN; Tokyo, JAPAN; Eindhoven, NETHERLANDS; Oslo, NORWAY; Glasgow, SCOTLAND; Johannesburg, SOUTH AFRICA; Gothenburg, Malmo, SWEDEN; Basel, SWITZERLAND; Cleveland, OHIO; New York, NEW YORK; Philadelphia, PENNSYLVANIA; Washington, D.C.

Food & Food Products

Brussels, BELGIUM; Paris, FRANCE; Hamburg, Munich, Stuttgart, GERMANY; London, GREAT BRITAIN; Parma, ITALY; Utrecht, NETHERLANDS; Glasgow, SCOTLAND; Murcia, SPAIN; Leningrad, USSR; Atlantic City, NEW JERSEY; Boston, MASSACHUSETTS; Chicago, ILLINOIS; Detroit, MICHIGAN; Miami Beach, FLOR-

MESUCORA EXHIBITION, one of 18 U.S.-supported exhibitions during 1967, yielded expected sales estimates of $6 million from the 52 exhibitors there.

IDA; New Orleans, LOUISIANA; New York, NEW YORK; San Francisco, CALIFORNIA.

Gifts & Jewelry

Montreal, Toronto, Vancouver, CANADA; Paris, FRANCE; Wiesbaden, GERMANY; Tokyo, JAPAN; Valencia, SPAIN; Atlantic City, NEW JERSEY; Atlanta, GEORGIA; Denver, COLORADO; Detroit, MICHIGAN; Memphis, TENNESSEE; Miami Beach, FLORIDA; Minneapolis, MINNESOTA; New York, NEW YORK; Philadelphia, PENNSYLVANIA.

Graphics

Chicago, ILLINOIS.

Hardware

Toronto, Vancouver, CANADA; Lyon, FRANCE; London, GREAT BRITAIN; Zurich, SWITZERLAND; Atlantic City, NEW JERSEY; Boston, MASSACHUSETTS; New York, NEW YORK.

Heating, Plumbing, Airconditioning

Helsinki, FINLAND; Frankfurt, Stuttgart, GERMANY; London, GREAT BRITAIN; Zurich, SWITZERLAND; Atlantic City, NEW JERSEY; Chicago, ILLINOIS; Detroit, MICHIGAN; Washington, D.C.

Hobbies

Brussels, BELGIUM; Montreal, CANADA; Prague, CZECHOSLOVAKIA; Herning, DENMARK; Paris, FRANCE; Munich, Stuttgart, GERMANY; Florence, Pordenone, ITALY; Chicago, ILLINOIS; New York, NEW YORK.

Home, Home Furnishings, & Furniture

Melbourne, AUSTRALIA; Klagenfurt, AUSTRIA; Rio de Janeiro, BRAZIL; Montreal, Toronto, CANADA; Aalborg, Copenhagen, DENMARK; Paris, FRANCE; Berlin, Wiesbaden, GERMANY; Harrogate, London, Manchester, GREAT BRITAIN; Belfast, IRELAND; Milan, ITALY; Tokyo, JAPAN; Nairobi, KENYA; Luxembourg, LUXEMBOURG; Amsterdam, Enschede, The Hague, Rotterdam, Utrecht, NETHERLANDS; Lima, PERU; Edinburgh, Glasgow, SCOTLAND; Valencia, SPAIN; Gothenburg, Malmo, SWEDEN; Berne, Geneva, Zurich, SWITZERLAND; Moscow, USSR; Chicago, ILLINOIS; High Point, NORTH CAROLINA; Houston, TEXAS.

Hotel, Restaurant, Catering

Brussels, BELGIUM; Paris, FRANCE; Berlin, Essen, Frankfurt, Stuttgart, GERMANY; Leicester, London, GREAT BRITAIN; Amsterdam, Valkinborg, NETHERLANDS; Goteborg, Malmo, SWEDEN.

Laundry, Dry Cleaning

Paris, FRANCE; Frankfurt, GERMANY.

Leather & Leather Goods

Brussels, BELGIUM; Rio de Janeiro, BRAZIL; Montreal, CANADA; Copenhagen, DENMARK; Paris, FRANCE; Offenbach, GERMANY; London, GREAT BRITAIN; Athens, GREECE; Madras, INDIA; Milan, Turin, ITALY; Tokyo, JAPAN; Utrecht, NETHERLANDS; Atlantic City, NEW JERSEY.

Machinery, Machine Tools

Perth, AUSTRALIA; Rio de Janeiro, BRAZIL; Calgary, CANADA; Copenhagen, DENMARK; Lyon, Paris, FRANCE; Hamburg, Munich, GERMANY; London, Manchester, GREAT BRITAIN; Tel Aviv, ISRAEL; Milan, ITALY; Tokyo, JAPAN; Utrecht, NETHERLANDS; Oporto, PORTUGAL; Singapore, SINGAPORE; Johannesburg, SOUTH AFRICA; Bilbao, SPAIN; Basel, SWITZERLAND; Moscow, USSR; Atlantic City, NEW JERSEY; Cleveland, OHIO; Greenville, SOUTH CAROLINA; Philadelphia, PENNSYLVANIA.

Medical, Chemical, Pharmaceutical

Vienna, AUSTRIA; Rio de Janeiro, BRAZIL; Montreal, CANADA; Copenhagen, DENMARK; San Salvador, EL SALVADOR; Paris, FRANCE; Berlin, Duesseldorf, Essen, Munich, Wiesbaden, GERMANY; London, GREAT BRITAIN; Milan, ITALY; Tokyo, JAPAN; Lima, PERU; Johannesburg, SOUTH AFRICA; Gothenburg, Stockholm, SWEDEN; Zurich, SWITZERLAND; Moscow, USSR; Atlantic City, NEW JERSEY; New York, NEW YORK.

Metal & Metal Products

Atlanta, GEORGIA; Chicago, ILLINOIS; Cleveland, OHIO; Detroit, MICHIGAN; Las Vegas, NEVADA.

Motor

Melbourne, Perth, AUSTRALIA; Brussels, BELGIUM; Rio de Janeiro, BRAZIL; Montreal, Toronto, Vancouver, CANADA; Copenhagen, DENMARK; Paris, FRANCE; Berlin, Stuttgart, GERMANY; London, GREAT BRITAIN; Turin, ITALY; Tokyo, JAPAN; Amsterdam, NETHERLANDS; Johannesburg, SOUTH AFRICA; Barcelona, SPAIN; Malmo, SWEDEN; Geneva, Zurich, SWITZERLAND; Atlanta, GEORGIA; Atlantic City, NEW JERSEY; Chicago, ILLINOIS; Cleveland, OHIO; Detroit, MICHIGAN; Las Vegas, NEVADA; New York, NEW YORK; Philadelphia, PENNSYLVANIA; Toledo, OHIO.

Office Equipment, Machines

Rio de Janeiro, BRAZIL; Montreal, CANADA; Copenhagen, Fredericia, DENMARK; Helsinki, FINLAND; Paris, FRANCE; Frankfurt, Munich, GERMANY; Stockholm, SWEDEN; Zurich, SWITZERLAND; Atlanta, GEORGIA; Boston, MASSACHUSETTS; Chicago, ILLINOIS; Los Angeles, CALIFORNIA; New York, NEW YORK; San Francisco, CALIFORNIA.

Photography

Philadelphia, PENNSYLVANIA; New York, NEW YORK.

Packaging, Materials Handling

Brussels, BELGIUM; Toronto, CANADA; Copenhagen, DENMARK; San Salvador, EL SALVADOR; Paris, FRANCE; London, GREAT BRITAIN; Dublin, IRELAND; Tel Aviv, ISRAEL; Parma, ITALY; Amsterdam, NETHERLANDS; Barcelona, SPAIN; Baltimore, MARYLAND; Boston, MASSACHUSETTS; New York, NEW YORK; San Francisco, CALIFORNIA.

Plastics

Brussels, BELGIUM; Toronto, CANADA; Oyonnax, FRANCE; London, GREAT BRITAIN; Milan, ITALY; Tokyo, JAPAN; Johannesburg, SOUTH AFRICA; Chicago, ILLINOIS.

Toys

Sydney, AUSTRALIA; Brussels, BELGIUM; Montreal, CANADA; Paris, FRANCE; Nuremberg, GERMANY; Brighton, Harrogate, GREAT BRITAIN; Milan, ITALY; Valencia, SPAIN; New York, NEW YORK.

'Management: U.S.A.' theme of three '68 shows in E. Europe

U.S.I.A.-American industry working together on exhibitions

International trade fair audiences in Hungary, Poland and Bulgaria will see a U.S. exhibition on up-to-date American management-marketing practices next year. The theme is timed by the sponsoring U.S. Information Agency in a period when Eastern European leaders are turning their attention to the need for more modern managerial techniques within their own systems.

"Management: USA," as the exhibition will be titled, will have showings in Budapest, Hungary, May 17-27; Poznan, Poland, June 9-23, and Plovdiv, Bulgaria, Sept. 22-Oct. 1. A three-day management seminar is scheduled in the U.S. pavilion at each of these international fairs. Topics are expected to include management patterns, data management, establishing market objectives and goals, and developing market strategies.

The American Exhibition is being planned to demonstrate to its audiences that certain management techniques developed in the United States are universally applicable. The show expects, too, to indicate American willingness to expand economic cooperation with Eastern Europe.

Emphasis on competition

The theme is being supported with emphasis on the key roles that consumer demand and competition play in the development of new products and in the improvement of existing products.

Data management systems, computers, teaching machines, projectors for conference use, and copying machines will be presented as "tools of management." Various American companies will be used to demonstrate such marketing strategies as brand building, image building, product differentiation and promotion.

A wide range of consumer products will be shown as the end result of the good management that explores the needs and expectations of the consumer and then designs quality products at a price the consumer can afford and is willing to pay.

Sweden hosts 1969 fair of hotel and catering equipment

Goteborg, Sweden, will be the site of INTERREST 69-KIOSK 69, scheduled for Mar. 4-8, 1969. Sponsors are the Swedish Hotel & Catering Exhibition AB, the Swedish Assn. of Confectioners, the Swedish Assn. of Kiosk (Stand) Owners, and the Swedish Assn. of Hot-Dog Vendors.

The 1969 exhibition is the second in a series which started in 1967 under the title Swedish Hotel and Catering Exhibition. The 1967 fair drew 20,000 qualified traders, and produced sales of nearly 50 million kr.

INTERREST 69-KIOSK 69 will be held in the exhibition halls of the Swedish Trade Fair (Svenska Massan), Goteborg. Some 9,000 square meters of exhibit space are available.

Product lines to be displayed include machines, equipment, furnishings, fixtures and fittings for hotels, restaurants and other commercial establishments; foodstuffs, food processing equipment, wines, liqueurs, beer, games, vending machines and a variety of other related products.

Write: Swedish Hotel & Catering Exhibition AB, Fersens vag 18, Malmo, Sweden.

Hospital, medical congress scheduled for Duesseldorf

A major international hospital and medical congress and concurrent hospital and medical equipment commercial exhibition will take place in Duesseldorf in June 1969.

The International Hospital Society (IHS) is sponsoring Inter-Hospital 1969. The host group is the German Hospital Society, the local IHS branch, which incorporates the German Nurses Association, the Association of Chief Physicians at German Hospitals, and the Association of Hospital Administratory Directors. IHS reached the decision to hold Inter-Hospital 1969 in Duesseldorf, during its last convention held in Chicago during August 1967.

The purpose of the exhibition is to promote sales of equipment and supplies used in all phases of hospital operations. It will be held in Duesseldorf's NOWEA trade fair facilities, and NOWEA officials are planning for 35,000 to 40,000 sq. meters of exhibit space.

Product categories will cover a wide range, reflecting the diversified needs of hospitals, nursing, medical diagnosis and treatment, laboratories, and administration.

Trade Centers Assn. first world meeting set for New Orleans

Some 150 representatives from worldwide ports are expected

Representatives from 50 leading port cities of the Western Hemisphere, Europe and Asia are expected to attend the first annual meeting of the World Trade Centers Association at the International House in New Orleans next April.

Some 150 executives of international trade organizations have been invited to the meeting, which will coincide with the 25th anniversary of International House, reportedly the oldest private international trade center in the world.

The World Trade Centers Association plans the development of specialized buildings to serve world traders and offer reference library service, and coordinates promotional programs.

The April meetings will include discussions on such subjects as membership services offered by the various organizations, exchange of trade information, joint publications, and coordination of trade missions originated by the various centers. Other subjects on the agenda include international exhibits, reciprocity in club memberships, improved communications on trade leads, staff exchanges and the establishment of scholarships for future international business executives.

In conjunction with the meetings the group will visit port facilities in the New Orleans area, the industrial complex along the Mississippi River, the Rivergate exhibition center, International Trade Mart and the Foreign Trade Zone.

In addition to delegates from 30 U.S. cities and ports, representatives are expected from Montreal, Amsterdam, Rotterdam, Antwerp, Naples, Shannon, London, Sydney, Canberra, Melbourne, Tokyo, Osaka, Kobe, Hong Kong, Auckland, Bangkok, Vienna, Hamburg, Berlin and Istanbul. Uruguay and Argentina have also expressed interest in the conference.

The opening report at the April 17-19 conference will be by Gaku Matsumoto, president of the World Trade Center of Japan.

The 1969 annual conference will be held in Montreal, and the 1970 one is planned for Japan.

Automation experts stir interest among European industrialists, see potential for U.S. sales

Mission finds both immediate and long term opportunities, but finds need for educational programs in nations visited

By ROGER W. BOLZ

Editor-in-Chief, "Automation"
Mission Chairman

An action-packed tour by several U.S. automation experts this fall kindled a lively interest among European businessmen and industrialists in concepts and techniques.

The market potential these U.S. technicians stirred up is both immediate and long term. Best chances for the near future probably are in low-volume automation and low-cost automation.

Growing interest throughout Europe in improved productivity had prompted commercial officers of several U.S. Consulates to present to the Commerce Department the idea for a trade mission concerned exclusively with the tools of industrial automation. Because of the potential for expansion of foreign markets in capital goods and establishment of agencies or representation abroad, the Department's Bureau of International Commerce concluded the idea had great merit. Thus, a trade mission was organized by **Automation** magazine and sponsored by the Bureau.

The mission, in addition to the chairman, included representatives of seven leading U.S. firms. As a group they encompassed all the major areas of industrial automation technology and equipment—production processing machinery, handling devices and equipment, and automatic control elements and systems of any level of sophistication up to and including computers and totally integrated industrial systems.

Many cities visited

The Mission spent three weeks in Belgium, Germany, Switzerland and Italy. Major visits were at Brussels, Bern, Zurich, Dusseldorf, Duisburg, Milan and Turin. In addition, individuals traveled to Virese and Ivrea, Italy; Bienne, Lausanne, Renens, Geneva, Biel and Neuchatel, Switzerland; Mulhouse, France; Cologne and Bochum, Germany. Mission members toured Post Offices in several cities, the Fiat assembly plant and computer center in Turin, Suchard Chocolate Co. in Neuchatel, and Von Roll Ag. in Bern.

The mission devoted considerable time to discussions and education in the basic economics of industrial automation systems techniques. Also, the members individually discussed specific equipment available now that would provide the economic results broadly covered in the philosophical discussions.

The Mission met not only with businessmen and industrialists but also with the press, government and business organizations.

Because of its basic philosophy, its broad appeal and its problem solving character, almost everywhere the group met with requests to return. Its work was widely reported in newspapers of every major city visited. The members learned much concerning the automation needs of European manufacturers and potentials for future business. Despite the fact that capital equipment is a long-term investment project, a gratifying amount of business interest was encountered. This was also true of interest in agreements, cross-licensing and representation.

Automation in Europe

In its contacts with businessmen across Europe, the Mission saw many interesting manufacturing operations. Automation in Europe is not entirely an unknown quantity. Besides chemical, steel and pharmaceutical installations, plants such as those of FIAT and Olivetti in Italy; Omega, Souchard, Ursina A.G. in Switzerland, and Opel, Ford, Schiess A.G., International Harvester, and Fried Krupp in Germany are examples. Generally, however, business and industry in Europe have not grasped the true significance of automation.

Publicity and highly colored promotion as well as erroneous reports in U.S. newspapers have for the most part imparted a rather unrealistic impression of U.S. automation. Most European manufacturers and businessmen contacted by the mission considered automation to be either automatic data processing or something "way out" and of use only to the giants of industry. Few have bothered to learn much about it.

Total system is key

On the whole, it appears that European manufacturers have grasped to some extent the "letter" or mechanics of automation but certainly not the "spirit." This "spirit" which is the key to automation success in terms of competitive manufacture is to be found in the concept of total systems thinking. Our message was that only by study of the total manufacturing system can any manufacturer competently determine where and how to automate.

This "spirit" of automation also is seen in the major objective of the technology: its ability to provide profitable production of better goods and services for the consumer at lowest per unit cost.

As many companies showed interest in automation, the Mission attempted to convey the warning that seldom can one merely purchase "automation" blindly. They also warned manufacturers not to start looking for machinery before first determining precisely how best results might be achieved.

It was emphasized that only by careful study of the three phases which enter into any profitable automated system can real success be expected. In essence, no one of the three phases—the processing function, the handling function, or the control function—should be studied without considering the other two as part of an integrated whole system. Ability to integrate the total system, either at present or at some later date as additions to the system are made, becomes the all-important accomplishment.

It became apparent to the mission that some effort would be required to create greater appreciation of the opportunities inherent in automation before many European companies would become potential investors. Resistance to change coupled with a lack of cost-consciousness in production operations helps to create a situation in which the usual move is toward direct replacement of old machines with newer ones having only modest improvements.

The major motivation encountered for creating an interest in automating proved to be a lack of available workers, or a lack of available workers with skills needed to maintain production at re-

quired levels. Consequently, there is much interest in automation as a labor- or mechanical-skill-reducing medium. However, as such, the mission could offer little help where little willingness was evidenced to change operations, production sequences, materials, or product design details.

In spite of some of these difficult hurdles, the members found sufficient stirring interest in various industries to warrant optimism. Growing demands of the expanding market of the European Economic Community are creating pressures to improve productivity. This improvement must come partly from some improvement in worker output but mostly from increased efficiency through automation.

Selling capital equipment

Automated manufacturing equipment is basically plant capital equipment and calls for a far different marketing approach than that for consumer or construction goods. Most European companies operate with few key officers and seldom do more than one or a few executives exercise control over all capital acquisitions. There is an obvious reluctance to apply capital moneys to innovative processes. In addition, there is a lack of trained manufacturing managers with full cost responsibility for productivity and methods improvement.

Because of this situation, use of production equipment long after its peak usefulness has passed is prevalent. Agents and salesmen have difficulty in reaching the few real buying influences. Missions of experts such as this one, however, can—and in this case did—reach many such key executives who expressed a range of direct interest varying from average to intense.

The gradually evolving opportunities for sale of automation equipment in Europe offer a growth market for U.S. companies. However, sales will require somewhat different action than the usual sales attempts.

Educational programs needed

To open up the major opportunities, action should be accompanied by educational programs. Seminars presenting basic information and offering opportunities for discussion of basic problems and their solutions would provide a far more effective climate in which to obtain profitable results than the usual sales engineering approach.

Much can be done toward introducing such necessary concepts as manufacturing engineering feasibility analysis, the use of cost analysis comparison of methods, total systems analysis, analysis of alternate manufacturing techniques, and other fundamental productivity studies.

AUTOMATION MISSION, arriving at Duesseldorf, is met by Ralph Meima (l.) of the U.S. Consulate General there. Mission members shown (l. to r.): Chairman Bolz, O'Brien, Rubrecht, Burgess, McCaul, Love.

A corollary necessity pertains to service and manufacture of some equipment. Owing to the nature of automation equipment, much of it should be manufactured in Europe if substantial sales are to be anticipated. Local facilities and prompt servicing of customers' needs are important requirements. Also, in few cases can sales agents or representatives be effective in creating sales of U.S. equipment. Experts must be available on the local scene.

Best chances

In all probability, considering the opportunities for near future sales, the most immediate lie in the areas that can be classed as low-volume automation and low-cost automation. The low-volume area is served largely by numerically controlled machines of all kinds whether used to cut metals, bend metals, assemble electronic gear, or inspect complex electrical equipment. Although the cost of such equipment is high, the results in unit cost reduction are such as to offer a wide market if the end results can be inculcated properly. At present in the EEC the actual number of machines in use is small—for instance, only 20 in Belgium, 120 in Italy, 700 in Germany—in all, perhaps 1,100 machines.

Low-cost automation concepts have even more dynamic possibilities for the near future markets. These concepts involve application of automatic devices and controls to create the first steps toward automating:

- Controls such as limit switches, solenoids, photoelectric devices, relays, magnetic sensors, for automatically controlling machines.
- Fluid power systems elements such as air and hydraulic cylinders, valves, pressure switches, logic units, power elements, for creating automatic functions.
- Basic simple machine units such as rotary and in-line indexing machine bases for constructing low-cost automatic production or assembly machines.
- Automatic feeding and orienting devices for sorting, feeding, loading and unloading basic production or assembly machines so as to reduce repetitive mechanical operator requirements.
- Simple handling devices such as roller conveyor units, robot arms, air and vacuum handlers, to facilitate the integration of standard machines into continuous systems.

In addition to the chairman, members of the mission were W. C. Burgess, Jr., president, Burgess & Associates, Inc., Cleveland; James D. Cashman, international sales manager, automation group, Bendix Corp., New York; Edmonds Love, manager, general industry control sales, Square D Co., Milwaukee; Edward W. McCaul, vice president for sales, Jervis W. Webb Co., Detroit; Edward F. O'Brien, vice president for sales, Gilman Engineering & Manufacturing Co., Janesville, Wis.; Paul D. Ross, general manager, specialty control department, General Electric Co., Waynesboro, Va., and C. W. Rubrecht, manager, Engineering Service, Special Machine Division, Cincinnati Milling Machine Co.

U.S.-Japanese business meeting finds many areas of agreement

Proposed U.S. protectionist bills and Japan's restrictive investment policy were key topics at fifth conference

By JOHN L. CALDWELL

Chamber of Commerce of the United States

Proposed U.S. trade-curbing bills and Japan's slow-moving capital investment liberalization program were the key topics as high-level business views on key issues affecting Japan-U.S. trade and investment relations were candidly exchanged at a businessmen's conference in Tokyo last month.

The conference—the fifth in a series begun in 1961—was jointly sponsored by the Japanese Federation of Economic Organizations (Keidanren) and the Chamber of Commerce of the U.S.

National Chamber President Allan Shivers led the blue-ribbon U.S. delegation of Board Chairmen and Presidents of major U.S. firms doing business in Japan. The 29-member Japanese delegation of Japan's top industrialists and businessmen was headed by Taizo Ishizaka, President of the Keidanren.

The Japanese, who view with great alarm protectionist developments in the United States, urged the American delegates to use their influence to help curb this trend.

The U.S. delegation agreed that these legislative measures, if enacted, would have serious adverse effects not only on Japan-U.S. trade but world trade generally, and that the delegates would continue to oppose unjustified restrictions.

To put the matter in its proper perspective, however, the U.S. delegation reminded Japan's business leaders that Japanese restrictions on trade and investments, to a considerable degree, may have prompted the introduction of these bills.

The U.S. delegation called on Japanese business to recognize that just as trade is a two-way street, so is the reduction of barriers to that trade. "Positive action, not words," said President Shivers, "is the only meaningful way to reduce barriers to international trade."

Noting Japan's first step, taken last July, to liberalize its foreign investment restrictions, the U.S. delegation urged Japan to accelerate the implementation of its decision and to liberalize its foreign investment regulations and practices significantly. The American delegates pointed out that Japanese investments in the United States are encouraged and receive the same treatment as U.S.-owned companies.

Several Japanese delegates declared that not only is investment liberalization highly desirable but imminent. Some even went so far as to imply that on this issue, logically they should be sitting on the U.S. side of the conference table. According to these influential advocates, Japan will need increasing foreign capital to help reverse a general slowdown in its economic growth rate.

Nevertheless, the Japanese delegation cautioned that many domestic economic and political pressures would continue to act as a drag on rapid and substantial investment liberalization.

Non-tariff trade barriers, in the wake of the successful conclusion of the Kennedy tariff-cutting round, were recognized by both delegations as potentially greater obstacles to the freer flow of international trade than are tariffs. Delegates feared that if non-tariff trade barriers are allowed to proliferate, they would sharply reduce the expansion of trade expected to result from the Kennedy Round.

Preferential tariff treatment to help expand the exports of developing countries also was discussed. The Japanese, who had been opposed to extending preferences on the ground that they would seriously affect Japan's small enterprises and farmers, are becoming more amenable. The U.S. delegation reminded the Japanese that the United States, too, has small business and farming problems.

Several Japanese delegates said the time is ripe for Japan, as Asia's leading industrial power, to decide on a system of preferences for the developing countries. Both delegations agreed that such preferences should be temporary and extended by all advanced countries in concert, so as not to place any country which is not party to the arrangement at a competitive disadvantage.

A positive indication of the American business community's desire to cooperate in advancing the economic development and growth of the countries rimming the Pacific was the U.S. delegation's endorsement of the objectives of the Pacific Basin Economic Cooperation Committee, initially formed by the business communities of Japan and Australia. The National Chamber of Commerce of the U.S. recently announced that it would cooperate with other national organizations in securing an American business delegation for the May meeting of the Committee in Canberra, Australia.

Despite differences in opinions and emphasis aired during the Conference, the high-level dialogue revealed that the business communities of Japan and the United States have common problems and aims. This unique Conference, which brought together the heads of many of Japan and America's most important enterprises, was a successful forum for promoting a better understanding of problems of mutual interest.

Mr. Caldwell, with the U.S. Chamber's International Group since 1966, served three years with NATO and has lived most of his life abroad. His reports on the Tokyo meeting also appeared in Chamber publications.

U.S. DELEGATION IN ACTION at conference in Tokyo last month, fifth in series begun in 1961.

Voluntary investment restraint program ran 12% ahead of '66 pace during first three quarters of '67

Secretary Trowbridge praises participating firms for improved showing; announces that program will be continued during 1968

Secretary of Commerce Alexander B. Trowbridge has announced that total positive contributions to the U.S. balance of payments under the corporate voluntary program through the first three quarters of 1967 were well above the results reported for the same period last year.

Data filed by 602 companies show that these contributions reached $14.2 billion in the first nine months of 1967, an increase of 12% above the comparable 1966 level of $12.6 billion. Projected contributions of the 602 companies represent about 90% of the transactions reported by more than 700 firms earlier this year.

Secretary Trowbridge indicated these results are in line with mid-year annual projections of $19.7 billion, as the 602 companies tabulated had attained approximately 72% of that figure by the end of September.

This impressive record of contributions is attributable to the relative stability in exports and continued improvement of direct investment income remittances. Within the first nine months, both sources accounted for over 70% of the total expected for the year as a whole

Direct outflows

Direct investment capital outflows to developed countries—the only nations affected by the target limitations—amounted to $1.4 billion. After allowance for funds borrowed abroad, net outflows totaled $996 million, or only 72% of the projected outflows for the entire year, compared with net outflows of $1.2 billion during the first nine months of 1966.

During the third quarter, net capital outflows to developed countries, again after allowance for the use of funds borrowed abroad, increased to $372 million, but for the nine months net outflows were 14% less than in the comparable period of 1966.

The 602 companies reported at mid-year that they expected to use $653 million of funds borrowed abroad. In the nine months covered by this report, they used $352 million of such funds to finance direct investment capital outflows in developed countries. However, along with successive quarterly reductions in total capital outflows, the use of funds borrowed abroad by U.S. investors has also dropped.

Secretary Trowbridge pointed out that these favorable results confirmed earlier evidence that the original overall improvement goal of $2 billion set for 1967 would be surpassed. He attributed this to the intensive effort made by many companies to expand their export sales, to locate and use new sources of investment capital abroad, and to bring back funds currently unneeded for commercial and working capital purposes.

Program must continue

At the same time, he reiterated that the seriousness of the U.S. balance of payments position not only made it essential to continue the program in 1968 but also required even more intensive efforts and the postponement of marginal investments.

Secretary Trowbridge said that company officials were being invited to meet with him to discuss their 1968 plans, and that several such meetings had already been held. "We are in this way gaining a better direct understanding of their corporate position and problems under the program."

He also expressed the hope that "the exchange of views would give the companies an added awareness of the significance their additional contributions will play in our efforts to meet a serious balance of payments situation."

Jordan's outlook remains uncertain

No stability likely until political settlement in area

The June war, with Israeli occupation of Jerusalem and the West Bank, left Jordan's economy in a state of shock, depressed by severe economic dislocations and by uncertainty about the future.

Until some political settlement is obtained which promises reasonable stability, no substantial economic recovery should be expected, according to a telegraphic summary of the latest Economic Trends Report submitted by the U.S. Embassy in Amman.

At present, the economy is idling along at a very low "wait and see" level of consumption and investment.

The Jordanian Government is accelerating some development projects, but these are not nearly large enough to replace the sharp fall in private investment.

Imports are also much reduced, although exports have gained slightly and the trade gap therefore narrowed.

The depressive effect of the faltering industrial and commercial sectors on national income is being mitigated by a good harvest. Prices are steady although a steep rise in money supply could portend future inflationary difficulties.

Foreign exchange reserves were substantially increased by large emergency grants made since the war by other Arab countries to help Jordan cope with severe budgetary problems.

Resolution of the political problem would increase opportunities for U.S. business. But, whether or not this is achieved, the best immediate prospects for American exports and services are probably in agricultural machinery and such products as fertilizer and insecticides as well as, to a lesser extent, machinery for road and housing construction and water resource development.

Copies of the full Economic Trends Report (DIB 68-01-003) from which this summary was drawn will be available for $1.50 within three weeks from the Clearinghouse for Federal Scientific and Technical Information, U.S. Dept. of Commerce, Springfield, Va. 22151. Make checks payable to the Clearinghouse.

Norway's outlook depends on recovery in trading partners

Weakening of consumer demand could dampen U.S. export sales

Despite Norway's heavy dependence on foreign trade, the economic slowdown in its main trading partners has not, until recently, affected its growth rate.

Since early 1967, however, a growing number of economic indicators has pointed to a flattening of the growth curve, according to a telegraphic summary of the latest Economic Trends Report submitted by the U.S. Embassy in Oslo. Nevertheless, there is still no evidence of recession ahead.

Industrial production has flattened out and industrial order books are shortening and inventories swelling. There are also indications of weakening demand for consumer goods and exports, and a slowdown in industrial investment.

No policy change

Neither these indications of a more severe economic climate nor the recent currency devaluations has brought about any change in Governmental policy, which still aims at checking the growth of internal demand through high taxation and tight credit.

Continued economic growth will probably depend on an early economic revival in Norway's main trading partners, notably West Germany, the United Kingdom and Sweden.

The outlook for U.S. sales in Norway is uncertain. The downward trend in the U.S. share of the Norwegian import market during the past decade is continuing. This is due mainly to continued orientation of Norway's foreign trade toward nearby countries, particularly certain EFTA partners, and also to the growing volume of business done with American subsidiaries in Europe.

Dampens U.S. sales

The weakening of investment and consumer demand in Norway could have a further dampening effect on U.S. exports in the near future. This year's bumper domestic grain crop will possibly reduce Norway's import requirements for U.S. feed grains, but a poor domestic fruit crop may permit increased sales of U.S. apples and pears.

Developments, particularly during the past six months, have reaffirmed Norway's adherence to liberal foreign economic policies and continued cooperation in international monetary matters, trade liberalization, economic assistance for developing countries, and European economic integration.

Copies of the full Economic Trends Report (DIB 68-01-001) from which this summary was drawn will be available for $1.50 apiece within three weeks from the Clearinghouse for Federal Scientific and Technical Information, U.S. Dept. of Commerce, Springfield, Va. 22151. Make checks payable to the Clearinghouse.

Indicators point to Dutch revival as slack period ends

Prosperous nation remains good export market for U.S. products

At year-end the Dutch economy, after demonstrating resilience and maintaining real growth, is looking forward to more favorable prospects.

The consensus among business circles that the slack period is over is supported by available statistical indicators and by the public statements of Government officials. according to a telegraphic summary of the latest Economic Trends report submitted by the U.S. Embassy in The Hague.

Nevertheless, structural and regional problems remain which require and are getting local and national attention. The Dutch economic performance has been particularly good in foreign trade and payments, where improvements predicted by Dutch forecasters are beginning to be realized.

Unusual events help

The Dutch economy has also stood up well against the extraordinary events of the past few months. Shipbuilding has benefited from the indefinite closure of Suez.

The devaluation of sterling will harm the Dutch balance of payments, but indications are that the damage will be moderate. The harmful effects will be partly offset by an increase in border taxes and refunds to be applied in 1968 to ease the transition to a value-added turnover tax that will take effect Jan. 1, 1969.

The relatively prosperous Dutch continue to be a good target for U.S. export promotion. In particular, the expected increase in industrial investment should provide U.S. suppliers with good marketing opportunities.

Receptive to U.S.

Dutch receptivity toward American investment that helps diversify the nation's pattern of industry and improve employment opportunities in less-developed areas continues to be high.

Copies of the full report from which this summary was drawn (DIB 68-01-002) are available for $1.50 apiece from the Clearinghouse for Federal Scientific and Technical Information, U.S. Dept. of Commerce, Springfield, Va. 22151. Make checks payable to the Clearinghouse.

New Long Island trade club formed

The newly-formed World Trade Club of Long Island, N.Y., will hold its first meeting Jan. 16 at the Westbury Manor, Westbury, L.I. Guest speaker will be Kenneth Gott, editor of *Business International*, whose topic will be Organizing for International Sales.

The Club's membership is composed of Long Island businessmen who devote a substantial portion of their time to some aspect of international trade, and those who wish to become better acquainted with foreign trade opportunities.

The Club has been formed under the sponsorship of the Long Island Assn. of Commerce & Industry, with assistance from the Department of Commerce New York Field Office.

The World Trade Club of Long Island plans to hold regular bimonthly luncheon meetings with guest speakers, will operate an international trade inquiry service, and issue an international trade bulletin and trade directory. In addition, the Club will sponsor seminars, workshops and conferences on foreign trade, and provide leadership for overseas trade missions.

For further information, **write:** World Trade Club of Long Island, c/o Long Island Assn. of Commerce & Industry, 131 Jericho Turnpike, Jericho, N.Y. 11753, or **telephone:** Fred E. Merrell at Area Code 516/333-9300.

Italy's 1967 growth may have surpassed official projections

Despite strong EEC competition, U.S. remains a leading supplier

The steady expansion of the Italian economy continued in the third quarter of 1967, giving rise to predictions that the real rate of growth for the year might exceed the officially forecast 5.5%. This is the cheerful tone of a telegraphic summary of the latest Economic Trends Report submitted by the U.S. Embassy in Rome.

Despite some advance in retail prices, essential stability remained the keynote and another balance of payments surplus is in prospect, although considerably smaller than last year's $700 million.

Industrial production rose 9.1% above the first nine months of 1966, led by the booming automotive and domestic appliance industries. Energy consumption rose about 8% and the first concessions were granted for development of off-shore Adriatic gas reserves.

Negotiations continued for the purchase of large quantities of Soviet natural gas and Italy's ENI received large new concessions in the "empty quarter" of Saudi Arabia.

A major industrial combine was formed to work on desalinization in the arid portion of the country.

Imports rise faster

Italian imports rose faster than exports in the first nine months of 1967. The recent devaluation affects countries which took only 10.2% of Italian exports and provided 7.8% of Italian imports in 1966. But some localized difficulties, particularly in the form of new competition for Italian exporters of fruit, vegetables and textiles and in diversion of tourists to Spain, are anticipated.

The trade deficit, already running at an annual rate of about $950 million compared to $600 million in 1966, may widen further. However invisible receipts should continue to keep Italy's international accounts in a basically strong position.

Despite some agitation among public employees, the labor situation was relatively calm, and most major industrial agreements having been already negotiated. Increases averaged 6 to 8%, but were often offset by productivity gains in the expanding economy.

In agriculture, 1967 was a good year for grain, vegetables and nuts. However, substantial declines were registered in most deciduous fruits. At year's end, Italian exporters were concerned at the potential effects of devaluation in the U.K. and elsewhere.

Demand for U.S. raw cotton and industrial products remained strong, but sharp declines in sales of corn and coal held total Italian imports from the U.S. in the first nine months to $772 million, 4.3% below the figure for 1966.

Competition from Italy's EEC partners and the U.K. should remain sharp and there is some import substitution effect as production by American-owned subsidiaries in Italy increases.

However, Italy remains a large market for some U.S. agricultural commodities and industrial products. Prospects are particularly encouraging in the fields of electronics, data processing, paper and packaging machinery.

Copies of the full Economic Trends Report (DIB 68-01-004) from which this summary was drawn will be available for $1.50 apiece within three weeks from the Clearinghouse for Federal Scientific and Technical Information, U.S. Dept. of Commerce, Springfield, Va. 22151. Make checks payable to the Clearinghouse.

Spain devalues, adopts economic reform program

Impact of twin moves cannot be assessed for some time

Spain's Nov. 19 devaluation of the peseta and the Government's simultaneous adoption of a program to restore internal and external equilibrium will be the major economic determinants over the next several months.

The complete impact of the devaluation and Government measures will remain incalculable for some time, and even the identification of trends is difficult at this time. Private opinion on the necessity and wisdom of the change in the exchange rate remains divided, according to a telegraphic summary of the latest Economic Trends Report submitted by the U.S. Embassy in Madrid.

However, there is general agreement that regardless of the merits of the devaluation it did provide a politically acceptable vehicle for imposing a series of long-needed deflationary measures.

The more important of these include a general freeze on prices and incomes, the restraint of Government consumption expenditures, a tightening of interest rates, and selected tax increases.

Stabilization of wages and prices is judged the key to the success of the economic action program. The increased cost of imports as a result of the devaluation will complicate the achievement of this objective, but effective enforcement of the price and income freeze, together with meaningful restraint of public expenditures would permit a reduction of the rate of inflation to a bearable 3 or 4% per year.

While selective stimulation of investment is one of the announced objectives of the Government's new economic program, investment prospects over the next few months are obscure.

Investors wait and see

General economic uncertainty, the higher cost of imported capital goods, and the generally deflationary thrust of the stabilization program are likely to cause some postponement of investment plans as domestic investors wait to see the effects of the Government's efforts.

There is, moreover, reason for concern that sticky import demand plus the inelasticity of many Spanish exports will offset much of the balance of payments gain which might otherwise have been expected from the devaluation. While some rise in the number of tourists is anticipated, it remains to be seen whether the increase wil be sufficient to offset the immediate 16.7% loss in foreign exchange earnings from non-British tourism (88% of the total.)

Near-term trade prospects have similarly been clouded by the devaluation. American exporters in general will be offering more expensive goods (in terms of peseta cost) on the Spanish market, while Government restrictions on consumption and the likelihood that administrative restraints on imports imposed over the past several months may now be retained longer than expected will be further brakes on the market.

Copies of the full Economic Trends Report (DIB 68-01-005) from which this summary was drawn will be available for $1.50 apiece within three weeks from the Clearinghouse for Federal Scientific and Technical Information, U.S. Dept. of Commerce, Springfield, Va. 22151.

Hong Kong firm denied U.S. export rights by Commerce

Action taken to prevent evasion of earlier order

Savoy International Ltd. of Hong Kong has been denied U.S. export privileges until further notice by the Department of Commerce.

The Department's Bureau of International Commerce said the action was taken to prevent Chris Ring of Rome, Italy, a director of the firm, from using the firm to evade a denial order entered against him last August. Similar action was taken last month against Savoy International Ltd., of Rome, also controlled by Ring.

All outstanding export licenses in which Savoy International, Hong Kong, has an interest have been revoked and the firm, its agents and employees are denied the right to participate in any export transactions involving U.S. commodities or technical data.

The U.S. export regulations provide that without authorization from the Department of Commerce, no party may trade in commodities or technical data exported from the United States with a party he knows has been denied export privileges.

New AID program aims to help long-term projects

A new initiative in foreign aid will bring improved housing to some 6,000 middle-income Panamanians, probably without cost to the American taxpayer.

Under a contract signed recently with the Bankers Life Co. of Des Moines, Iowa, the U.S. Agency for International Development (AID) will fully guarantee their $3.5 million loan to a South American firm.

The AID loan guaranty represents a new emphasis on institution development. The strengthening of Panamanian financial institutions should encourage greater investments in long-term development projects such as housing.

Imobilaria Urbana S.A., a subsidiary of Corindag S.A., both of Panama City, will use loan funds to finance 900 single-family detached homes near Panama City.

The Bankers Life loan will provide 75% of the mortgage financing for the project. The other 25% of the costs will be borne by Primer Banco de Ahorros, a savings and loan association in Panama City, which will also administer the project for Bankers Life.

About 720 of the homes will have three bedrooms and sell for $5,900; the other 180 will have two bedrooms and sell for $5,000. The mortgages will run for 25 years.

Barber chair firms ask adjustment aid

Petition is first received by Tariff Commission since 1965

Two producers of barber chairs and parts have petitioned the U.S. Tariff Commission for adjustment assistance under the Trade Expansion Act of 1962. These are the first petitions received by the Commission from individual firms since August 1965.

The petitioners, Emil J. Faidar Co. of Chicago and the Koken Co., Inc. of St. Louis, Mo., claim that as a result in major part of concessions granted under trade agreements, imports of competitive articles are being imported into the United States in such increased quantities as to cause, or threaten to cause, serious injury.

Investigations underway

The Tariff Commission, as a result of these petitions, instituted investigations on Dec. 1 and consolidated them with the investigation being conducted on behalf of the industry as a whole. The industry investigation was opened July 26 and public hearings were held on Nov. 7.

The new petitions by individual firms would enable an individual firm to obtain such assistance if it is injured by imports, even though the industry as a whole is not injured.

Under the Trade Expansion Act, the Department of Commerce is responsible for administration of the adjustment assistance program for U.S. firms.

U.S. firms showed net $37 million '66 reinsurance loss

British insurance companies receive over 80% of premiums

The U.S. Department of Commerce has reported that a survey of reinsurance transactions shows that U.S. insurance companies made net payments of $37.1 million to foreign insurers in 1966.

The term "reinsurance" describes the transfer by insurance companies of a portion of the liability they have assumed to other insurance companies, or reinsurers. The reinsurer receives a proportionate share of the original premium and shares in the payment of losses incurred by the ceding insurance company. The purpose of reinsurance is to make it possible for a single primary insurer to underwrite risks which it could not otherwise handle and to avoid large year-to-year fluctuations in its underwriting results.

The volume of reinsurance business between insurance companies in the United States and insurers in other countries is smaller than the volume of such business between insurance companies located in the United States.

In 1966 United States insurance companies paid $353.9 million in premiums for reinsurance purchased from foreign reinsurers and recovered $310.2 million in losses from them. The $43.7 million excess of premium paid over losses recovered was offset by net receipts of $6.6 million by United States reinsurers on reinsurance they sold to foreign insurers. U.S. insurance companies received $125.3 million in premiums on reinsurance sold abroad and paid losses of $118.7 million.

Of the $353.9 million of premiums paid by U.S. ceding insurance companies, British reinsurers received $284.9 million, or 80% of the total.

More than half of the $125.3 million premiums—$76.4 million—received by U.S. insurance companies on reinsurance sold abroad, came from Western Europe, of which the United Kingdom accounted for $43.4 million. Canada and the Latin American Republics participated with $20.3 million and $18.1 million.

Ireland takes steps to prevent spread of disease from U.K.

Import and travel restrictions aimed at hoof and mouth disease

The Government of Ireland recently announced a series of measures to prevent the hoof and mouth disease outbreak in Britain from spreading to Ireland.

As a precaution against the disease being introduced into Ireland, imports from Britain of all livestock and milk products, plant materials, used farm machinery, and some fertilizers have been prohibited. The entry of motor vehicles from Britain has been stopped and most sporting events in Ireland have been banned. Transhipments through British ports of most plant materials and wool are also specifically prohibited.

Travellers entering Ireland from Britain must now complete a card upon arrival in Ireland indicating whether they have been, during the preceding 28 days, on a farm, in contact with animals and whether their trade or profession has resulted in contact with livestock slaughter premises, or places in which meat is bought, sold or stored. Where necessary, disinfection of travellers will be carried out at the port of entry.

Persons arriving from England and Wales will not be permitted to visit agricultural markets, co-ops, slaughterhouses and creameries in Ireland. Violators will be subject to $240 fine and/or a prison sentence of six months. Visitors from Britain who are engaged in the cattle trade are also prohibited from visiting Irish farms.

The above import and travel restrictions apply also to products and visitors from the Isle of Man and the Channel Islands.

The Embassy of Ireland has suggested that Americans planning to travel to Ireland and Britain should visit Ireland prior to traveling to Britain. This would be of assistance to the Government of Ireland in its efforts and would avoid any inconvenience that may otherwise result to U.S. travellers entering Ireland.

Indonesia imposes tariff surcharges on most imports

In a further move to reduce non-essential imports and assist stabilization, the Government of Indonesia has imposed tariff surcharges on nearly all import goods not on the B.E. (export bonus) list of essential commodities.

A Ministry of Finance decree of Nov. 14 places a surcharge of 100% on items subject to duties of 40%, 50%, 70%, or 100%; a surcharge of 50% on items subject to duties of 5%, 10%, 20%, or 30%; and a surcharge of Rp. 25 per U.S. dollar on duty-free items.

The only items not on the B.E. list which were exempted from the new surcharges are a few commodities on which duties were reduced on Aug. 3, and, in addition, automobiles for the use of members of Parliament and government/military personnel returning from abroad.

The new surcharges are in addition to those established on Aug. 3 of at least 50% on all items subject to 70% or 100% duties and a number of additional items. Numerous maximum-duty items are now subject to two 100% surcharges plus 100% duty.

U.K. restricts meat imports; products from U.S. acceptable

The British Minister of Agriculture has announced that all meat imports, except canned meat and bacon, are temporarily banned from all countries except the United States, Australia, New Zealand, South Africa, Ireland, Canada, Finland, Iceland, Norway, Channel Islands and the Isle of Man.

The ban, which will continue until the present hoof and mouth disease is brought under control, will be reviewed at the end of three months.

Antigua hotel planned

A firm of New York financiers recently signed a contract with Prime Minister Vere Bird of Antigua for a multi-million dollar 200-room hotel to be built at Wetherhills on the island.

When completed the hotel will be managed by Inter-Continental Hotel Corp., a subsidiary of Pan American World Airways. The latter recently exercised a long-held option on the sizeable Antiguan hotel site.

Spain's new food code sets standards

Covers production, sale, storage, and conditions for handlers

The Spanish Government recently approved a new Food Code which will become effective gradually. Information on its implementation will be reported in INTERNATIONAL COMMERCE.

Designed to protect the consumer in Spain, the new Code deals with basic standards; processing and packing of food; conditions to be met by personnel handling food; detailed classification and definition of most food products, including their handling and transportation; additives and impurities in foods; food products for animals, fertilizers; parasiticides; sanitary (including cosmetics) and household products.

Although the Code makes no reference to imports, it prohibits the production, sale, storage, handling or use of products which do not meet the Code's standards.

The Code's text is available in a 238-page Spanish book form for 75 pesetas (about U.S. $1.07), exclusive of postage, from: Boletin Oficial del Estado (Publicaciones), Trafalgar 29, Madrid 10, Spain.

Nigeria raises import duty on certain luxury products

The Nigerian Customs Tariff Act was amended Nov. 22 to increase the import duties on a variety of semi-luxury and luxury goods.

Duties were raised on canned and bottled fruits from 50% to 75% ad valorem; on cameras, projectors, light meters, range finders and other photographic parts, accessories and equipment from 75% to 100%; on radio and television transmitting and receiving sets from 50% and 66⅔% to 100%; on phonographs, tape recorders and parts from 66⅔% to 100%; on components for local assembly of phonographs from 15% to 33⅓%; on motorcycles from 33⅓% to 50%; and on automobiles in general, with those of an engine size exceeding 2750 cc, from 100% to 150%.

In addition, an excise tariff of 5% ad valorem is now assessed on roofing sheets of aluminum and of galvanized iron and steel.

Investment Opportunities pages 36-41

Unless noted otherwise, each opportunity listed in this section is identified by a project number. Firms interested in following up a proposal can obtain the name and address of the foreign firm along with any additional information which may be available by writing: Office of International Investment, BIC-876, U.S. Department of Commerce, Washington, D.C. 20230. Requests should be under company letterhead and must identify the particular opportunity by its project number.

The designation WTD following the project number indicates that a World Trade Directory Report containing financial and business background information on the foreign firm is available for $2 from the Bureau of International Commerce, BIC-916, U.S. Department of Commerce, Washington, D.C. 20230.

Special assistance is available to firms interested in joint venture or licensing arrangements abroad. Call Area Code 202, 967-3786 or write: Office of International Investment, BIC-878, U.S. Department of Commerce, Washington, D.C. 20230.

Bolivian furniture maker seeks entry into innerspring mattress enterprise

Type of collaboration sought is flexible; can be a joint venture, or licensing plus technical aid agreement, or combination of both

A La Paz manufacturer of high quality home and office wooden furniture proposes a joint venture or licensing arrangement with an experienced U.S. firm to manufacture innerspring mattresses in Bolivia.

Estimated total cost of the project is nearly $100,000. Although the firm is capable of financing the venture itself, it would be willing to grant equity to a U.S. partner, but would retain controlling interest in the enterprise.

Alternatively, it would be interested in some form of licensing and technical know-how agreement under which the U.S. licensor would assist in procurement of machinery and equipment, provide manufacturing technical know-how and assist in training personnel.

The La Paz company was founded in 1947 as a sole proprietorship and reorganized as a family partnership in 1955. The firm's plant occupies 2,000 square meters of a 5,450 square-meter-site in La Paz. It manufactures home and office furniture mainly from Bolivian hardwoods on modern British machinery, using high quality imports of upholstery, hardware and fittings. The firm is generally regarded as having the most important furniture manufacturing operation in Bolivia.

The firm distributes its products through agencies in other cities of Bolivia and through its own retail outlet (on the main downtown street in La Paz) which has a 326 sq. meter sales area. Various native handicraft products, pipes and tobacco are also sold in the store, contributing around $40,000 of the firm's estimated $250,000 sales for this year. The firm is an experienced importer, conducting its business correspondence in English, German and Spanish.

Wants experienced partner

Although the La Paz firm has clearly defined plans for establishing an innerspring mattress facility, it is flexible on the type of collaboration sought with an experienced U.S. manufacturer of quality innerspring mattresses. It can be a joint venture, a licensing plus technical know-how agreement or an arrangement combining features of each, provided that it retains control through possession of 51% of the equity. Status of the new enterprise as part of the present company or as a separate entity would be subject to the form preferred by the U.S. collaborator; in practice, the operation would be managed by executives of the existing Bolivian firm.

Plans call for construction of a new building on the firm's own La Paz site to house the mattress facility. Realizing that the contemplated operation is comparatively small, the firm would consider used machinery, at least during the initial years of production. Name, process and machinery would be supplied by the U.S. collaborator under mutually agreeable terms.

For customs reasons, mattress springs would be fabricated in Bolivia on machines and from wire supplied through the U.S. collaborator in the enterprise. Although cotton for stuffing is available in Bolivia, the firm is interested in importing kapok and would require machinery to card it in La Paz, again to avoid customs problems. Some metal parts would also be imported, or fabrication arranged on the outside. Ticking and box springs would be produced locally. Initial technical assistance in setting up the operation would be required, either by sending supervisory personnel to the United States, or by the U.S. collaborator assigning technicians to Bolivia.

The La Paz firm says that currently no manufacture of innerspring mattresses in Bolivia is at an industrial level higher than handicraft. Reportedly of poor quality, these sell for about $40 as do locally manufactured foam mattresses. The better regular, hand-stuffed non-innerspring mattresses sell for between $20 to $25. The La Paz firm already makes box springs, but by methods it regards as on a handicraft level.

Planning on a retail price level of from $50 to $60 per single bed innerspring mattress, the La Paz company with its experience in the Bolivian furniture market estimates that sales of the new product would approach $250,000 annually. Retail distribution would not be through its own store but others in La Paz, in order to gain a wider market. Its agencies in other Bolivian cities would cover the national retail market and arrangements would be made for a wholesale operation covering the institutional trade. **Project 1088.** WTD.

Italian vehicle maker seeks license for refuse trucks

A license or similar agreement to manufacture garbage trucks, designed to collect and crush solid refuse, is sought by a producer of buses, fire fighting trucks and public utility vehicles.

The Italian concern, which is reportedly making a new road-sweeping truck, is also interested in expanding its range of public utility vehicles.

Established in 1848, the firm has about 500 employees. Its sales organization, operating through 12 branch offices, covers all of Italy. **Project 1094.** WTD.

Licensing opportunities in England described for U.S. industrial firms

U.K. production and distribution sought for metal products, scientific instruments, various other items

Thirteen licensing opportunities for U.S. industrial firms are offered by British firms.

U.K. production and distribution is being sought for a wide range of products, including scientific instruments, equipment for telecommunications, precision forgings, rubber and plastic goods, steel and metal fabrications, tools, and materials handling equipment.

A cross licensing arrangement would also be considered by a Yorkshire firm on its mine shuttle cars.

A fabricator of pressure vessels in mild and stainless steel, pipework for chemical plants, furnaces, chimneys and structural steelwork seeks a license.

The British firm is interested in manufacturing in either small or large quantities **products in mild and stainless steel, having a weight limit of up to three tons.** The company has its own design and drawing office staff. **Project 1092.** WTD.

Metal, steel fabrications

Engaged in the manufacture of welding equipment, motor vehicle components, office furniture, agricultural equipment, bolts and nuts, foundry machinery and other fabricated metal products, a large subsidiary of a British industrial organization seeks licenses to make related products in the U.K.

The British firm already holds licensing and agency agreements with 12 U.S. firms for such products as valves, farm equipment, air cleaning devices, arc welding equipment and earth moving machines.

The company employs between 5,000 and 6,000 and operates facilities covering a 70-acre area. It is a member of a group of over 50 companies with plants situated in Great Britain, Australia, India and South Africa. Products designed and manufactured by member firms range from bolts and nuts to machine tools and from hacksaw blades to metal slitting machines. **Project 1087.** WTD.

A fabricator of steel products and manufacturer of explosives and fuses seeks a licensing agreement with a U.S. firm.

The British firm is interested in making products suitable to its existing production facilities, but would consider diversification into new areas. Recently, the company entered the fiberglass and silk screen printing fields.

Currently, the British concern operates two plants, one on an industrial estate of six and one-half acres. Both of these facilities produce hoppers, chutes, containers and other metal fabrications varying in weight from a few pounds to five tons. Major customers include government agencies, the aircraft industry and numerous other firms in the U.K. The company employs about 250. **Project 1077.** WTD.

Diversified machinery items

A Yorkshire manufacturer of precision forgings, machined components, powder metallurgy parts, turbines and compressor blades seeks a license.

The British company is interested in producing any largely metal products requiring particular skill in the fields of precise machining and measurement, hot working and metallurgy.

The firm employs about 4,000 and operates production facilities in several localities. **Project 1081.** WTD.

Established in 1946, a manufacturer of all types of molding tools, jigs, press tools, fixtures and special purpose machines seeks a license to make products complementary to its present line.

The British firm operates a well equipped plant employing about 80. Production machinery includes milling, grinding, boring and shaping machines. **Project 1073.** WTD.

Licenses to manufacture equipment complementary to its present product line is sought by a diversified machinery producer.

The British concern makes shot blast machines, fabric dust collecting equipment, electrostatic precipitators and wet scrubbers. It also manufactures a range of reciprocating piston compressors. **Project 1080.** WTD.

A manufacturer and distributor of packaging machinery, mechanical handling equipment and special purpose machines seeks a license to produce equipment in the light to medium range.

The British concern is not only interested in making additional products in the above areas, but would consider production of any newly developed mechanical devices. **Project 1074.** WTD.

Material handling equipment

A Yorkshire manufacturer of shuttle cars and mechanical handling equipment seeks a license to produce earth moving equipment or such similar heavy vehicles as shuttle cars for carrying coal and ore. The British company is also interested in producing hydraulic valves, and would consider a cross licensing arrangement on its mine shuttle cars.

The company is a major supplier to the British National Coal Board for skip winding machinery, shuttle cars and other mechanical handling equipment. Also, the firm furnishes large casting, cooling line equipment to automated foundries.

Established in 1860, the Yorkshire concern employs about 275 including a design team consisting of electric, hydraulic and pneumatic specialist engineers capable of handling most types of automated equipment. Four sales representatives cover most of the U.K., selling directly to industrial users. In addition, the firm has agents in South Africa, India, Turkey, The Netherlands, Canada and Spain. **Project 1086.** WTD.

Equipment sought

A telecommunication and electronic engineering firm, currently supplying equipment to most of the telephone manufacturing companies in the U.K. seeks a license and/or distribution agreement.

The British firm is interested in the production of telecommunication voice frequency equipment, and test equipment particularly applicable to audio frequency apparatus, radio and TV frequencies up to U.H.F. in both a/m and f/m. **Project 1084.** WTD.

A manufacturer and distributor of incinerators seeks a license or agency agreement with a U.S. firm. The British company is interested in the production of incineration equipment and general waste disposal apparatus, both industrial and domestic.

The British firm is anxious to expand its present range of equipment in the in-

cineration and general waste disposal field. **Project 1090.** WTD.

A manufacturer of rotary pumps filters and pressure pipe for fluid handling in the oil, chemical and petrochemical industries seeks a license to make additional products in this field. These would include pumps, mixers and filters.

Established in 1890, the British firm has subsidiary operations in Glasgow and Southampton and branch offices in London and Newbury. The company has about 350 employees, plus approximately 25 sales representatives covering the U.K. About 40% of production is distributed in the U.K. and 60% on the export market. **Project 1079.** WTD.

Instruments

A designer and manufacturer of test equipment for aircraft instruments and engines, digital to analog converters, manometric and pressure calibration equipment and data handling apparatus seeks a license.

The British company is interested in the production and distribution in the U.K. of scientific and laboratory instruments, equipment for quality control, and digital measurement or physical test and inspection equipment requiring electromechanical or electronic skills and experience.

The firm's wide range of aeronautical test equipment covers a variety of flight and aero engine requirements as well as those of oxygen demand regulators and pressure cabin controllers. This equipment is supplied to civil and military customers in more than 70 countries. Products manufactured in the manometric and pressure measuring equipment field include pressure and vacuum systems testers and pressure gauge test equipment. In addition, the British concern claims to be the largest designer and manufacturer of XY recorders and ancillary equipment outside the U.S.

In 1963, the firm increased its design and development capacity by 50% with the opening of a new electronics laboratory. It employs about 200 and has more than 40 agents located all over the world. A subsidiary operation is situated in France. **Project 1089.** WTD.

Rubber, plastics products

Employing over 7,000, a large manufacturer of rubber tires, boats, hoses, sporting goods and roller coverings seeks a license to produce and distribute newly developed products in the rubber and plastics field. The British firm is particularly interested in making sporting and leisure goods, marine craft, inflatable items and plastic medical and surgical supplies.

The concern's main facilities are located on a 15-acre site. It also operates several other plants, plus sales offices in such major cities as London, Birmingham, Glasgow and Manchester. In addition, subsidiary and associate firms are located in Great Britain and other countries including India, Ireland and Kenya. **Project 1078.** WTD.

EARTHMOVING EQUIPMENT is sought by a U.K. producer of mechanical handling equipment and shuttle cars, some of which are shown below. His proposal is detailed under Project 1086.

Nicaragua proposes pulp mill project

Rich pine stands also offer raw material for paper mill

Through its investment development agency, Instituto de Fomento Nacional (INFONAC), the Nicaraguan Government has expressed interest in a U.S. firm establishing a pulp and/or paper mill in the northeastern part of Nicaragua. Considerable research, including a prefeasibility study of the proposed project, has been made by the Food and Agricultural Organization (FAO).

A preliminary inventory of pine resources in the northeastern part of the country indicated that 4.5 million solid cubic meters of standing pine could be used immediately as raw material for a pulp and/or paper industry. FAO experts reportedly consider this ample for production of one million tons of unbleached kraft pulp. The area is also rich in hardwoods.

According to the prefeasibility study, if proper fire precautions and reforestation continue to be applied in the area, then future supplies of raw material are assured for a pulp and paper project. The study also cites estimated production costs for mills producing newsprint, kraft liner board and other lumber products.

Requests from U.S. pulp and paper firms interested in this opportunity and wishing to obtain further details and a copy of the FAO prefeasibility study on a loan basis would receive serious consideration by INFONAC.

Write: Instituto de Fomento Nacional, 5ª Calle y Primero Avenida, Managua, Nicaragua.

Adhesive label stock license sought by Norwegian firm

An Oslo manufacturer of newsprint, coated paper and grease proof paper seeks a license to make stock for pressure sealing labels—paper with a self-adhesive coating laminated to a release treated paper.

Established in 1873, the Oslo firm operates a number of plants in southern Norway. Equipment includes several paper making machines and a dispersion coating machine. The concern exports its products on a worldwide scale. **Project 1076.** WTD.

Dutch plastic firm seeks more products

Director to visit United States to discuss possible arrangements

A manufacturer of injection and blow molded plastic products seeks a license or similar arrangement to make additional plastic products, with exclusive sales rights for The Netherlands and/or the other Common Market Countries.

The Dutch firm is interested in the production of household goods, tableware, kitchenware and other consumer and commercial plastic articles. It also wants to make such industrial and technical plastic products as automobile bumpers, grilles and strips, plus components for humidifying and airconditioning equipment.

The concern's newly built plant, warehouse, showroom and office buildings cover a 3,000 square meter area, and an additional site of the same size is reportedly available for expansion. Production facilities include 32 injection molding machines with a shot weight varying from one-half to 40 ounces and three blow molding machines with capacities up to seven and one-half gallons.

The Dutch firm was established in 1946 and has around 35 employees.

To visit Chicago show

An executive of the company plans to attend the National Houseware Show in Chicago from Jan. 15-19.

U.S. firms interested in making arrangements to discuss this licensing opportunity with the Dutch executive while he is visiting the United States, should immediately cable or **write:** Plasticfabriek Radioko C.V., 24-26 Kerkhoflaan (P.O. Box 19), Zwanenburg (Halfweg), The Netherlands, Attn: Mr. R. Ebbink. WTD.

Swiss firm wants license for electric lawn edgers

A small manufacturer and distributor of lawn mowers and garden tools seeks a license to produce electric lawn edgers in Switzerland. It would also consider the production of light machinery with a ready market in Switzerland and the EFTA countries.

The Swiss firm specializes in the manufacture of an electric lawn mower which is sold in Holland, Italy and on the domestic market. It also does custom work in the light metal machinery field. The company has about 20 employees and operates workshops equipped with modern machinery. **Project 1083.** WTD.

U.S. business invited to explore, develop Indonesia's minerals

Over 50 areas available on a work contract basis

The Indonesian Government has issued an invitation through its Ministry of Mines to U.S. and other foreign mining companies to participate in exploration and development contracts for 53 separate 10,000 square kilometer blocks with mineral potential located throughout the country.

By issuance of a general tender, U.S. firms are offered the opportunity to explore for all kinds of minerals except hydrocarbons, bauxite and certain vital minerals. The sites available for exploration and development on a work contract basis include 15 areas along the west Sumatra coast, 18 sites in Kalimantan (Borneo), 8 blocks in Sulawesi (Celebes), 10 areas in West Irian (West New Guinea), and one area each on Java and Flores.

Successful U.S. bidders will be given exclusive right to carry out general geological and mining exploration for three years with a possible two-year extension. The U.S. firms will be required to submit quarterly technical and financial progress reports. At the termination of the contract they must also provide a 1:250,000 scale geological map of the area together with a complete geological report.

In the event commercial exploitable deposits are discovered, the Indonesian Government will grant U.S. companies exclusive development contracts based on terms agreed to at the signing of the initial exploration agreement. The U.S. mining concerns would be obliged to process and recover valuable constituents from ores mined under the contracts.

U.S. companies interested in obtaining application forms, pertinent maps and general information should remit $100 to: Ministry of Mines, Committee for Foreign Investment in Mining, Djalan Menteng Raya, 3 Djakarta, Indonesia.

Belgian producers want U.S. licenses

Three Belgian firms seek to broaden their lines through U.S. licensing or similar arrangements with U.S. companies. Their particular interests are described herewith.

- A license to manufacture medium gauge machines on a mass production basis for use in building construction and other fields is sought by a Brussels machine parts producer. Basically, the equipment should be mechanical, and if electrical or electronic components are involved they should be available on the Belgian market or supplied by the U.S. licensor. The machines would be distributed on the European Common Market.

The Brussels concern operates a three-story plant with 19,374 sq. ft. total floor space. Production equipment includes forming, milling and grinding machines, presses, lathes and a hardening furnace. The firm is affiliated with a Belgian holding company who will handle sales, shipping, market research and other administrative functions. **Project 1072.**

- A manufacturer of railroad rolling stock, containers and streetcars seeks to expand its operation through a license or similar arrangement with a U.S. firm.

The Belgian firm builds passenger, freight, cattle and tank cars. It also produces semi-trailers and assembles a well known French automobile under license.

According to the Belgian company, it has a 12.5 acre industrial site available for expansion. Established in 1899, the firm has around 500 employees. It exports its products to countries all over the world. Project 1082. WTD.

- Licenses to produce gear wheels and reduction castings are sought by a firm in the power transmission field specializing in the manufacture of these products.

The Belgian firm employs about 120 and markets its products in both EEC and EFTA countries. **Project 1085.** WTD.

Austrian quality knitwear maker seeks U.S. link

Collaboration with a U.S. department store chain is sought by a Vienna manufacturer of high quality women's knitted suits and other knitwear.

The type of association sought involves styling guidance, the creation of a complementary line of expensive and

exclusive dresses for women and some equity participation.

Background information on the over 100-year old firm and a more detailed outline of the proposal is available. Project 1055. WTD.

U.S. soft drinks and fixtures of interest to German firms

A soft drink producer and a manufacturer of fixtures for bathrooms and kitchens are seeking U.S. licenses to produce additional items in Germany to augment their present lines.

A manufacturer and distributor of soft drinks is interested in a licensing agreement with a U.S. producer of **carbonated and non-carbonated soft drinks** not presently operating in the European market. As part of the arrangement, the U.S. licensor would provide the necessary raw materials.

The German firm's customers include 600 wholesalers in the Ruhr district, (population, 12 million) but the concern is prepared to invest $50,000 on an intensive advertising campaign and sales organization.

The company operates two soft drink processing and bottling plants and employs about 30. **Project 1093.** WTD.

A manufacturer and distributor of bathroom and kitchen sanitary metal fixtures and fittings seeks a license to produce newly developed **automatic hot and cold water fixtures** for bathroom and kitchen sinks and tubs.

The German firm has approximately 200 employees and reports 1966 sales of about $3 million. **Project 1095.** WTD.

Indian firm proposes venture to make protein concentrates

A Culcutta producer and distributor of edible and industrial oils, glycerine and detergents is interested in a joint venture to establish a new processing plant to manufacture high protein food concentrates from ground nuts, oil seeds and oil cakes.

The Indian company seeks financial and technical assistance from a U.S. concern experienced in the production of high protein food concentrates from various types of ground nuts and oil bearing seeds.

Reportedly, the Indian enterprise is an experienced family-owned organization involved in the manufacture and marketing of a wide range of cooking, industrial and medicinal oils, plus detergents and oil cakes for animal feed. Project 1070. WTD.

U.S. licensees offered right to make and distribute new European products

Items include new types of German resistors and electrical elements, Austrian bake goods and confections, and a British automobile tool

Manufacturers in England, W. Germany and Austria are seeking U.S. licensees to produce and distribute their products for the U.S. market. Products offered are an automobile accessory tool, electrical semi-conductor elements and systems, machinery and know-how for the production of resistors, materials handling equipment, and bakery and confectionery products.

For additional details and the name and address of the foreign firm, write the Office of International Investment, code 874, Bureau of International Commerce, Department of Commerce, Washington, D.C. 20230, referring to the appropriate File number assigned each opportunity listed below.

A British designer and manufacturer of automobile accessories would like to license a U.S. firm to produce one of its tools.

The tool is a combination hub cap remover and lug wrench designed to have three times the leverage potential of a conventional wrench for removing wheel lug bolts.

The British firm claims that the U.S. patented tool is already standard equipment on several European-make automobiles. **File 1555.**

German products offered

● A West German producer of electric equipment, switches, contacts and controls, is seeking a licensee in the United States to manufacture a Quenching Logic and semi-conductor systems for thyristor controlled squirrel-cage motor drives.

The Quenching Logic is a semi-conductor element used for the quenching of inductances. This is a new technique of semi-conductors combined with RC elements which prevent the build-up of induced voltages, burning of contacts and spark interference. The introduction of these elements accelerates the decay of the magnetic field, shortens the switch-off time and provides a safe spark-quenching with thyristors and transistors thus allowing high frequency operation with practically unlimited service life. This newly developed technique allows the inductance to act as a resistance.

The semi-conductor system for thyristor controlled squirrel-cage motor drives controls running in both directions and can be used with or without electrical braking following the cycle of operation. The system can be operated by regulators and/or logic control allowing perfect contactless start and operation of motors. This newly developed system can be used in connection with positioning elements, stepping drives, conveyor drives, fixed cycle operations, feed drives and fixed angular movements. **File 1556.**

Ceramic resistor

● A West German inventor seeks a licensee in the United States to produce a new type, flat, high precision, high load ceramic resistor containing a fully embedded element.

The inventor claims that more than a million resistors can be turned out each month by his fully automatic machine, which is designed for switch-over to other sizes and resistance values without interruption of production. He describes the production technique as follows:

"A commercial alloy wire element specially prepared undergoes changes of its resistance value caused by an electronically computed forming pulse program during the automatic production process, whereby the desired ohmic value of the reistor is reached within a tolerance of ±0,25%. This artifically formed resistance value is irreversible within a temperature range up to 1100°C (2016°F) and also under DC and humid conditions. Absolute ohmic temperature stability has been measured between −50°C and +250°C. Above this range a steep resistance increase takes place. For usual high resistance values the resistors can be produced containing several layers of wire without deteriorating the frequency characteristics."

This new type of resistor—which has among other features frequency and high temperature stability—reportedly has widespread applicability in the control, communications, radar and computer fields.

The process employed is based on a specific resistance deviation effect covered by U.S. and foreign patents. **File 1557.**

● A West German manufacturer is seeking a licensee to produce its fork lift trucks in the United States.

The firm manufactures 22 different types of materials handling trucks ranging from hydraulic hand-operated trucks to electrically-powered and controlled trucks. **File 1558.**

Austrian wafers

A license is offered a U.S. firm by an Austrian manufacturer for the production in the United States of wafers and decorative flowers for bakeries, confectioners, and households.

The Austrian concern's products are made of potato, corn, and wheat flour, plus various fats and oils.

According to the manufacturer, the wafers can be stored indefinitely at normal temperature in dry rooms.

The licensee must be willing to send personnel to Austria for special training. **File 1504-R.**

Danish firm seeks rights on several U.S. products

A manufacturer and distributor of road rollers, concrete mixers, excavators and foundry products seeks licensing agreements with U.S. firms.

The Danish company is interested in producing combination sweeping and vacuum cleaning machines, and sand and gravel spraying equipment for use on streets and roads. It also wants to make small dumping machines, contractor's pumps, foundry products, valves for gas and water pipes and spare parts for construction machinery.

The Danish concern would prefer to make a fixed payment to a U.S. licensor for blueprints and technical know-how, followed by royalties based on units produced under license. Plans call for marketing products made under license in the Scandinavian countries and possibly on the Common Market.

Established in 1867, the firm employs about 380. It is currently manufacturing fork lift trucks under a licensing agreement with a U.S. firm. **Project 1091.** WTD.

Canadian capacitor maker seeks U.S. affiliation

A manufacturer of paper and mylar tubular capacitors is interested in a licensing or contract manufacturing arrangement.

The firm seeks an affiliation with a U.S. concern desirous of entering the Canadian market.

According to the Ontario company, the Canadian Government offers incentives to assist industrial development. Project 1071.

Israeli firms interested in making licensing and venture arrangements

Propose to assemble and produce airport baggage carousels, containers to ship cargo as well as to transport goods by highway and rail

Three Israeli firms are interested in licensing arrangements with U.S. producers of airport baggage carousels and refrigerated containers.

- A Tel Aviv manufacturer of materials handling equipment is interested in negotiating a licensing arrangement with a U.S. firm to assemble and make airport baggage carousels in Israel.

Originally, the firm would like to assemble the carousels from parts made in the United States, then begin manufacturing some of the parts itself.

The type of baggage carousels in which the firm is interested sell for around $15,000. The Israeli concern says it already has a customer interested in purchasing six units.

The Israeli firm was originally established in 1930, enjoys a good reputation and represents two U.S. companies. It has 60 employees and three travelling salesmen. Project 1063. WTD.

- A license to produce refrigerated containers for transporting products by sea, highway and rail is sought by a diversified manufacturer.

The Israeli firm's metal industries division produces buses, ambulances and other vehicles, cooking ranges and utensils, office furniture and storage racks.

The wood industries department makes all kinds of furniture, prefabricated building components, and doors.

An affiliated operation manufactures packing cases for citrus fruits, vegetables and eggs.

Total area covered by all the plants is 136,000 square meters. The firm has around 800 employees and reports 1966 sales of approximately $8 million.

The Israeli company is associated with a manufacturer of refrigerators, air conditioners, dishwashers and other appliances. Project 1064. WTD.

Ventures proposed

An Israeli firm of marine and consulting engineers is interested in negotiating a licensing arrangement to make refrigerated and unrefrigerated cargo containers for use on sea-going vessels. The firm is also interested in acquiring technical know-how in this field.

Joint venture contacts are also sought by the Haifa firm in such industries as poultry foods, welding electrodes, fruit juice processing, production of instant tea, gem cutting, fire extinguisher manufacture, dry-freezing of pineapple, fiberglass boats and car bodies, and production of agar-agar. **Project 1069.** WTD.

License sought by French fabricator of metal items

Licensees to utilize new engineering methods for the cold processing of sheet metal, requiring metal stamping, cutting or forming techniques are sought by a Paris firm.

The French company produces welded gratings and other products in expanded or stamped sheet metal.

It was established in 1902 and employs about 245 production personnel, plus nine traveling salesmen. The company distributes its products on both the domestic and export market. It is reported to have good connections in the building industry. Sales in 1966 were approximately $6 million. Project 1068. WTD.

U.S. report finds no need for hardwood controls

The Departments of Commerce, Agriculture and the Interior have concluded that no legislation should be sought at this time to control either exports or domestic consumption of fine hardwoods.

The three Departments recommend new and stronger programs of forest management and utilization to achieve balance between growth and use of hardwood timber.

The Departments released a report by interdepartmental representatives who recently conducted a public hearing in Washington on the matter of conserving fine hardwoods.

The representatives said testimony at the hearings unanimously opposed domestic controls and that the majority of persons testifying also opposed export controls.

Free copies of the report may be obtained from the Forest Products Division of the Commerce Department's Business and Defense Services Administration, Washington, D.C. 20230.

Argentina to expand electricity transmission, distribution facilities

Servicios Electricos del Gran Buenos Aires (SEGBA), a government-owned entity, has announced plans for the expansion of its transmission, and distribution facilities. SEGBA anticipates that a substantial portion of this project will be financed by the World Bank.

The company will make a series of international calls for bids during the next 18 months for the hiring of civil engineering services to construct and install the following facilities. These calls for bids will not include the purchase of the principal equipment.

Construction of civil engineering works and installation of electromechanical equipment for approximately sixteen 132/13.2 kv substations with a capacity of 40-80MVA each; laying of underground and aerial lines. This part of the project will include the laying of approximately 140 km. of 132 kv cable, laying of about 800 km of 13.2 kv underground and aerial cables, installation of 700 transformer chambers and platforms, and laying of 1,800 km of 380 v. underground and aerial cables; construction of civil engineering works and installation for a No. 9 250 MW turbogenerator at the Puerto Nuevo Power Plant.

Firms interested in participating in any of the above mentioned projects are invited to submit their prequalification applications to Servicios Electricos del Gran Buenos Aires, Balcarce 184, Buenos Aires.

Pakistan seeks prequalification bids for supply of glazed bricks

The Directorate of Technical Education, Government of East Pakistan, has issued a call for firms to register for bidding on the manufacture and supply of eight million glazed bricks. Arrangements for land, plant, materials, equipment, and labor must be made by the contractor.

The project, to be partially financed by the International Development Association, is in conjunction with the Government's plan to construct five polytechnic institutes in various towns.

The registration period closes Jan. 15.

Copies of the prequalification notice which gives details required on the submittal of applications, are available from the Building Materials and Construction Industries Division, BDSA-564, Rm. 4014, U.S. Department of Commerce, Washington, D.C. 20230. Telephone: 202-967-3602.

Yugoslavia requires equipment for thermoelectric complex

KOSOVO Thermoelectric Complex, located in southern Yugoslavia, wishes to negotiate the purchase of a boiler and related equipment, and a turbine-generator for the fifth unit of a power plant. The unit estimated to cost $20 million will have a 200 MGW capacity. The project should be completed by early 1972.

Interested firms should contact Mr. Boza Kadovic, Director TE "Kosovo", Rudarsko Energetsko Hemijski Kombinat "Kosovo", Pristina. WTD in preparation.

Pakistan to purchase testing equipment, printing machinery for railroad workshops

The Secretary, Railway Bd., Govt. of West Pakistan, P.W.R. Headquarters, Rm. 7, 1st Fl., Empress Rd., Lahore, has issued Tender No. PR-1/67/PMP/23.

Tender calls for a load test stand, air brake test stand, fuel injections pump with nozzle test stand, air compressor of 500 cu. ft. capacity, Zyglo crack detection machine, two-revolution automatic printing machines, and rotary printing machine for the Railway. The bid deadline is Jan. 10.

A copy of the tender is available on a short-term loan basis to firms located in the U.S. from the GIEC Division, BDSA-588, U.S. Department of Commerce, Washington, D.C. 20230.

Australia seeks bids to construct thermal power station at Bell Bay

Tenders have been called for construction of a thermal power station at Bell Bay for the Hydro-Electric Commission of Tasmania. This first thermal station in the Tasmanian system is to be completed by January 1971, and will have a capacity of 120,000 kw.

Only those organizations which have previously applied for listing with the Hydro-Electric Commission are invited to submit tenders.

Specifications and contract documents for major items such as the boiler and turbo-alternator are being issued by the consulting engineering firm of Merz & McLellan, 125 York St., Sydney, N.S.W. 2000, Australia. Related civil engineering works are the responsibility of Sir Alexander Gibb and Partners, London, England.

The Hydro-Electric Commission has a continuing requirement for generating plant equipment, both hydro and thermal. U.S. manufacturers wishing to receive copies of future specifications are invited to have their names listed by **writing to:** The Hydro-Electric Commission, Box No. 355D, G.P.O., Hobart, Tasmania 7001.

Choice of language

Some people—about seven-eighths of them—just do not understand English.

So when you answer an advertiser in these pages who requests replies in his own language oblige him *and* yourself.

Ask the Department of Commerce Field Office for advice.

Jordan seeks sports equipment, consultant services for new hotel

A new first class hotel expected to open in March or April 1968 at the Red Sea Port of Aqaba, Jordan wishes to purchase 15 complete sets each of self contained underwater breathing apparatus and water skis and associated equipment for use by its guests.

Other items required include speed boats for water skiing, a glass bottom boat for sight-seeing, a sport fishing cruiser, sport fishing gear, and scuba diving gear and compressor.

The hotel owners are also interested in consultant services in these activities. **Write:** Aqaba Hotel Co. Ltd., P.O. Box 202, Amman, or Mohammad El Kurdi, Aqaba Travel & Tourist Co., P.O. Box 2128, Aman. WTD in preparation.

IDB loan helps finance Bolivian water supply, sewage system

The Inter-American Development Bank has announced the approval of a $11 million loan to Bolivia to help finance a $17.6 million program for improvement and expansion of the water supply systems in Cochabamba and Potosi and both the water supply and sewage system of Santa Cruz.

The projects will be administered by municipal governments in each of the cities under the general supervision of the Corporation de Aguas y Alcantarillado (CORPAGUAS), Potable Water and Sewage Corporation.

Plans call for the construction and expansion of dams, reservoirs and distribution systems, the installation of pumping equipment, a chlorination plant, a sewage treatment plant and the drilling of new wells.

Canadian firm to expand oil refinery complex at Sarnia

Imperial Oil Ltd. has announced a $93 million expansion of its refinery at Sarnia, Ontario, which will raise capacity from the current 94,000 b/d to 130,000 b/d next year.

The principal projects include: a new $37 million fluid coking complex; new catalytic naphtha reforming and product treating units; and blending, storage and distribution facilities. More than 85% of the total capital outlay will be for Canadian goods, services and labor.

Deadline extended for Spain's Bilbao-Behobia toll expressway

Spain's Ministry of Public Works has extended the bid deadline for the construction, maintenance, and operation of the Bilbao-Behobia toll expressway to Jan. 20. (See INTERNATIONAL COMMERCE, Nov. 13, p. 29).

Hong Kong extends bid deadline

The Controller of Stores, Stores Dept., Oil St., North Point, Hong Kong, has extended the bid deadline for Tender No. A-36142, for the supply of two complete 5-ton electric overhead cranes from Dec. 15 to Jan. 19. (See INTERNATIONAL COMMERCE, Nov. 27, p. 32).

World Trade Opportunities

The firms and individuals in the following lists are interested in trade relations with U.S. businessmen. The commodities in which they have expressed interest are indicated by the numbers preceding the commodity classification. These numbers refer to the Standard Industrial Classification (SIC) Manual, which is available for $2.50 a copy from the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402.

Every effort is made to include only firms or individuals with good reputations. However, the Department of Commerce cannot be responsible for any trade relations.

The listing in INTERNATIONAL COMMERCE of opportunities to trade in specific commodities and technical data does not necessarily imply approval of their export by the U.S. Department of Commerce pursuant to the U.S. Export Control Act. For applicable export licensing regulations and policies, see the Comprehensive Export Schedule or consult the Bureau of International Commerce's Office of Export Control or any Department of Commerce Field Office.

- indicates that the trade opportunity represents a request for bids by a foreign government agency. A (★) following indicates that additional information may be borrowed by firms located in the U.S. from the Business and Defense Services Administration (BDSA), U.S. Department of Commerce, Washington, D.C. 20230; telephone numbers indicated. To avoid delay, requests for loan material should specify country and commodity.

★★ indicates opportunities obtained by U.S. trade missions to other countries. A (★) following these indicates that additional information may be obtained by writing the Trade Opportunities Staff, BDSA-624, U.S. Department of Commerce, Washington, D.C. 20230. The TM (trade mission) number is requested in correspondence. Requests for loan material should specify country and TM number.

WTD indicates that a World Trade Directory report is available on the foreign firm for which the trade opportunity is listed. These reports, indicating type of organization, sales territory, size of business, sales volume, trade and financial reputation, and other factors, are available for $2 each from the Bureau of International Commerce, BIC-924, U.S. Department of Commerce, Rm. 6059. Telephone: 202-967-4203. The date following the letters WTD refers to the date of issuance of the report. If WTD is in preparation, action will be completed on a priority basis upon receipt of request specifically identifying the trade opportunity involved.

Sales Leads for Exporters

Listed below are companies interested in buying U.S. products. Direct purchases are wanted unless a desire for an agency agreement is expressed.

011 Field crop farms

PHILIPPINES—Cocoa beans. Direct purchase and agency. Gimex Trade Center (importer, wholesaler, indentor), 132-134 F. Gonzales St., Cebu City. WTD 11/67.

012 Fruits, tree nuts, vegetables, farms

SWEDEN—Fresh fruits. Agency and direct purchase. Interchoco AB (agent, wholesaler), Transtigen 6, Malmo. WTD 12/4/67.

201 Meat products

HONG KONG—Whole, frozen carcasses of U.S. prime beef. Consulate General of the United States, Commercial Section, TO-47, 26 Garden Road.

203 Canning, preserving foods

PHILIPPINES—Canned meat. Direct purchase and agency. Gimex Trade Center (importer, wholesaler, indentor), 132-134 F. Gonzales St., Cebu City. WTD 11/67.

SWEDEN—Canned fruits. Agency and direct purchase. Interchoco AB (agent, wholesaler), Transtigen 6, Malmo. WTD 12/4/67.

204 Grain mill products

CEYLON—Liquid glucose. K. Kanagasabai & Company (importer), P.O. Box 614, 1st Fl., Negris Bldg., Colombo 1. WTD 11/67.

PHILIPPINES—Rice cereals for infants. Direct purchase and agency. Gimex Trade Center (importer, wholesaler, indentor), 132-134 F. Gonzales St., Cebu City. WTD 11/67.

SWEDEN—Cereals; pizza mixes; rice; flour, all kinds. Direct purchase and agency. Requests samples, brochures, quotations, c.i.f. Stockholm. Brandt & Co. AB G. (agent, exporter, importer), Birger Jarlsgatan 37, Stockholm C. WTD 11/67.

207 Confectionery

SWEDEN—Confectionery, related products. Agency and direct purchase. Interchoco AB (agent, wholesaler), Transtigen 6, Malmo. WTD 12/4/67.

208 Beverage industries

PORTUGAL—Soft drinks, nonalcoholic beverages. M. Ribeiro de Almeida, Lda. (importer, dealer), Caixa Postal 15, S. Vicente de Cabo Verde. WTD 10/67.

210 Tobacco manufactures

SWEDEN—Cigarettes, smoking tobacco. Agency and direct purchase. Interchoco AB (agent, wholesaler), Transtigen 6, Malmo. WTD 12/4/67.

220 Textile mill products

AUSTRIA—Woven piece goods for manufacture of women's dresses, blouses, children's garments, and service wearing apparel. "Katex-Modelle," Hans Kaemmerer (manufacturer, exporter), Karlauerstrasse 42a, A-8020 Graz. WTD 2/67.

221 Broad woven fabric mills, cotton

BELGIUM—Elastic, stretch fabrics for girdles, brassieres industries. Gebroeders Van de Velde (manufacturer, distributor), 27 Wetteresestraat, Schellebelle. WTD 11/67.

224 Narrow fabrics, other smallwares mills

FRANCE—Transmission and elevator belting of natural and artificial fiber fabrics. Direct purchase and agency. Tanals, Manufacture de Courroies, S.A. (manufacturer, wholesaler), 5 Place des Allies, 68 Masevaux. WTD 12/67.

NORWAY—Sequin yard goods, narrow widths. A/S Knappehuset (importer, wholesaler), C. Sundtsgate 39, Bergen. Attn: Mr. Ingebrigt Toppe. WTD 11/67.

228 Yarns, thread mills, products

SWEDEN—Yarns, wool/polyester (dacron), rayon/polyester, Nm 20-50. Marieholms Yllefabriks AB (weaving mill), Marieholm. WTD 12/4/67.

229 Textile goods

AUSTRIA—Fancy ribbons for gift tyings. Direct purchase and agency. A. Ederer (importer, wholesaler, manufacturers' representative), Lastenstrasse 37, A-8021 Graz. WTD 2/67.

KOREA—Mohair. Whashin Industrial Co., Inc. (importer, exporter), I.P.O. Box 1121, Seoul. Attn: Mr. Byung Chan Park. WTD 11/28/66.

236 Girls', children's, infants' outerwear

AUSTRIA—Outer garments for age groups 2-14. Herkules Herren-und Damenbekleidung (manufacturer), Heinrich Vilcek's Erbin Fran-

ziska Winkler, Rennweg 68, P.O. Box 35, A-1032 Vienna. WTD 12/66.

239 Fabricated textile products

HONG KONG—Furnishing fabrics. H. W. Turning & Co., Ltd. (importer, manufacturer, wholesaler, retailer, exporter), Kingston St., Causeway Bay. WTD 5/67.

251 Household furniture

HONG KONG—Quality furniture. H. W. Turning & Co., Ltd. (importer, manufacturer, wholesaler, retailer, exporter), Kingston St., Causeway Bay. WTD 5/67.

MALAYSIA—Household furniture. Mrs. C. Khoo, The Secretary, East Asia Realty Ltd. (realty, land developer), 88 Jalan Silang, Kuala Lumpur. WTD in preparation.

262 Paper mills, products

AUSTRIA—Special paper for technical drawing rooms; artists' papers. Direct purchase and agency. Woess & Co. (importer, wholesaler, manufacturers' agent), Schuetzengasse 25, A-1030 Vienna. WTD 2/67.

263 Paperboard mills, products

● **CEYLON**—146 tns. and over strawboard in weights ranging from ½ lb. to 3 lb. per 25½" x 30½" sheet. Major portion of tonnage required falls in 1 lb., 1½ lb. and 2 lb. weights. Bid deadline Mar. 5. Tender forms available from Forest Products Division, BDSA, Rm. 4003, U.S. Department of Commerce, Washington, D.C., 20230. Telephone: 202-967-3534.

264 Converted paper, paperboard products

AUSTRIA—Self-adhesive tapes, particularly for splicing paper webs. Direct purchase and agency. A. Ederer (importer, wholesaler, manufacturers' representative), Lastenstrasse 37, A-8021 Graz. WTD 2/67.

FRANCE—Paper, paper products of all categories such as wrapping, thin, writing, others suitable for converting commercial, industrial applications, including paper products, kraft, bleached, unbleached; paper and cardboard specialties, including paper bags of various sizes. Direct purchase and agency. Requests replies in French. Grenouilleau-Landais (manufacturer, converter, wholesaler). 15-18 Rue Dom-Devienne; 33- Bordeaux, Gironde. WTD 9/15/66.

ITALY—Teletypewriter paper. Pantec Associates, s.r.l. (consulting engineers), 11/1 Viale America, Rome. WTD 11/67.

SWEDEN—Office supplies. Direct purchase and agency. Pendax AB (agent, wholesaler, retailer), Vastanvag 7, Malmo. WTD 12/4/67.

Disposable towels: tablecloths. Cosmed, AB (manufacturer, agent, exporter, importer), Sofiebergsvagen 6, Danderyd. WTD 12/67.

281 Industrial chemicals

CEYLON—Chemicals for paper industry; refined sodium bicarbonate, ammonium carbonate. K. Kanagasabai & Co. (importer), P.O. Box 614, 1st Fl., Negris Bldg., Colombo 1. WTD 11/67.

● Dyes and textile finishes: Indanthrene, Olive R, 3 cwts., Indanthrene, Olive Green GG M.P.F.D. 3 cwts., Cibanone, Olive FB, 1 cwt., Cibanone, Gold Orange, 3G M.P.F.D. 3 cwts., Starch, 20 tons, fluidity of 70/75, suitable for finishing cotton textiles. The starch should be thin and not thick when prepared, example Penetrose. Bid deadline Feb. 23. The Chairman, Tender Board, Dept. of Rural Development and Small Industries, P.O. 578, Colombo 7.★ (Telephone: 202-967-2067).

GERMANY—Industrial chemicals, raw materials for use in paint, varnish, plastic, paper, adhesives, chemistry industries. C.i.f. European port. Direct purchase and agency. E. H. Erbsloeh (wholesaler, manufacturer, agent, importer, exporter), 5 Kaistr., 4 Duesseldorf. WTD 11/29/67.

GUATEMALA—Industrial chemicals, all kinds for all industries, including phtalic annyhydrite. Direct purchase and agency. Servicios de Compras (manufacturers' representative), Apartado Postal 1185, Guatemala City. WTD 10/67.

NETHERLANDS—Special chemicals for use in gas chromatography analysis, such as solid supports, liquid phases, adsorbents and column packings and fittings, column tubing; steroids; compounds and radioactive chemicals for research in the medical, biological and physical sciences; rare metals, rare earths. Direct purchase and exclusive agency. Hicol N.V. (importer, exporter, distributor, agent), P.O. Box 1151, or 23 Abr. van Beyerenstraat, Rotterdam-8. WTD 2/67.

SWEDEN—Aniline, soluble in spirit for flower (natural) dyes. Florisan AB (manufacturer), Ringvagen 15, Bjarred. WTD 11/30/67.

Raw material for production of rubber goods. Firestone-Viskafors Gummifabrik AB (manufacturer), Viskafors. WTD 12/7/67.

Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

282 Synthetic materials

AUSTRIA—Polyethylene, PVC, other thermoplastic materials; synthetic rubber compounds, also suitable for molding shoe soles. Direct purchase and agency. Rudolf W. Klein (importer, wholesaler, distributor, agent), Baumannstrasse 6/9, A-1030 Vienna. WTD 8/10/66.

283 Drugs

AUSTRIA—Pharmaceutical specialties, drugs in bulk. Direct purchase and agency. Schneiderchemie Gesellschaft m.b.H. (importer, distributor, manufacturers' representative), Villacherstrasse 67, P.O. Box 271, A-9010 Klagenfurt; Spitalgasse 1, A-1095 Vienna. WTD 9/67.

284 Soap, detergents, cleaning preparations, perfumes, cosmetics

SWEDEN—Cosmetic creams; perfume bases; shaving preparations. Cosmed, AB (manufacturer, agent, importer, exporter), Sofiebergsvagen 6, Danderyd. WTD 12/67.

285 Paints

● **BURMA**—Enamel, black, heat resistant for locomotives, 150 imperial gals. (I.G.); white zinc paint, 100 I.G.; red oxide paint, 210 I.G.; maroon paint, 20 I.G.; ivory paint, 20 I.G.; red lead powder, 3 l.t.; paint thinner, 5 I.G.; turpentine 100 I.G. Tender No. MEIC/B. RLYS/15(T)448(M)67-68, bid deadline Jan. 29. Chairman, Union of Burma Railway Bd., Bogyoke Aungsan St., Rangoon.★ (Telephone: 202-967-3512).

306 Fabricated rubber products

● **BURMA**—V-belts, 2,100, various types and sizes. Tender No. 028/T/EL/PWC/67-68, bid deadline Jan. 3. Vice Chairman, Public Works Corp., No. 60, Shwedagon Pagoda Rd., Dagon P.O., Rangoon.★ (Telephone: 202-967-3381).

FRANCE—Transmission, elevator belts and rubber accessories for textile machinery. Direct purchase and agency. Tanals, Manufacture de Courroies, S.A. (manufacturer, wholesaler), 5, Place des Allies, 68 Masevaux. WTD 12/67.

PORTUGAL—Rubber tubing. Lopes & Madeira, Lda. (shipowner), Avenida da Republica 43, Mindelo, S. Vicente de Cabo Verde. WTD in preparation.

307 Plastic products

FRANCE—Plastic belts, plastic materials and accessories used by textile industries for loom fitting. Direct purchase and agency. Tanals, Manufacture de Courroies, S.A. (manufacturer, wholesaler), 5 Place des Allies, 68 Masevaux. WTD 12/67.

PORTUGAL—Plastic tubing. Lopes & Madeira, Lda. (shipowner), Avenida da Republica 43, Mindelo, S. Vicente de Cabo Verde. WTD in preparation.

SWEDEN—Cosmetic jars; plastic toothpicks, individually packaged. Cosmed, AB (manufacturer, agent, exporter, importer), Sofiebergsvagen 6, Danderyd. WTD 12/67.

312 Industrial leather belting, packing

FRANCE—Transmission belts and packings; leather accessories used by textile industries for loom fitting. Direct purchase and agency. Tanals, Manufacture de Courroies, S.A. (manufacturer, wholesaler), 5 Place des Allies, 68 Masevaux. WTD 12/67.

322 Glass, glassware

SWEDEN—Cosmetic jars. Cosmed, AB (manufacturer, agent, exporter, importer), Sofiebergsvagen 6, Danderyd. WTD 12/67.

331 Steel mill products

KOREA—Steel billets of U.S. specifications "SAE9260" and "SAE5150" all for manufacture of springs; total annual requirements estimated at 4,000 tons. Mr. Her Ju-yel, President, Dae Won Kang Up Co., Ltd. (manufacturer, exporter), I.P.O. Box 2974 Seoul. WTD in preparation.

332 Iron, steel foundries

● **BURMA**—The Union of Burma Railway Bd. invites bids for the supply of about 40,000 units of various plumbing pipes and fittings. Bid deadline is Feb. 5. Copies of the tender documents are available from the Building Materials and Construction Industries Division, BDSA-564, U.S. Department of Commerce, Washington, D.C. 20230. (Telephone: 202-967-3602).

335 Rolling, drawing, extruding of nonferrous metals

● **BURMA**—The Controller Posts and Telecommunications Stores, 57th St., Botataung, Rangoon has invited bids for a supply of coaxial cable and other accessories and electrical equipment. Bid deadline—Jan. 15. Tender No. 21-DGPT/11W. Copper Division, Rm. 4806, U.S. Department of Commerce, Washington, D.C. has a copy of the tender for review.

The Chairman, Union of Burma Railway Bd., Bagyoke Aungsan St., Rangoon, has invited bids for a supply of bare and insulated copper wire. Bid deadline—Feb. 1. Tender No. MEIC/B/RLYS/14 (T) 1266(M) 67-68. The Copper Division, U.S. Department of Commerce, Washington, D.C. has one copy of the tender which may be reviewed in Rm. 4806.

The Chairman, Union of Burma Railway Bd., Bogyoke Aungsan St., Rangoon, has issued an invitation to bid on a supply of P.V.C. insulated cable and P.V.C. Steel armoured cable. Closing date Apr. 3. Documents are available from the above addressee. Tender Number MEIC/B.RLYS/14(T)1270(E)67.68.

● **CYPRUS**—The General Manager & Chief Engineer, Electricity Authority of Cyprus, P.O. Box 1466, Nicosia has issued a tender for bids on the supply of various sizes of bare copper conductors, soft binding tape, and insulated cables. Closing date Jan. 30, Documents may be obtained from the above addressee upon payment of $12.00. Tender No. 77/1967 Ref: E787/12250/67.

Aluminum conductor, wire, cable, bare and covered, various 900 m., aluminum wire, binding, 4 t. Tender No. 78/1967, bid deadline Jan. 22. Tender documents available from Electricity Authority of Cyprus, P.O. Box 1466, Nicosia upon receipt of £5 ($12).

● **INDIA**—The India Supply Mission, 2536 Mass. Ave., N.W., Wash., D.C. 20008, has invited bids for a supply of telephone cables. Tender No. ES-9/508/39/133 etc./Cell. Closing date Jan. 9. Documents are available from the above address.

● **MALTA**—The Secretary, Malta Electricity Board, National Road, Blata IL-Bajda has invited bids for a supply, delivery and erection of 33KV and 11KV solid type (MINO), lower voltage power and auxiliary control cables together with earthing equipment for the first extension of the power/water station at Marsa. Tender documents may be obtained from the Secretary or Messrs. Preece, Cordew and Rider, 8, 10 and 12 Queen Ann's Gate, Westminster, London SW1—Cost of document is £5 ($12) made in favor of the Malta Electricity Board (not refundable); closing date Jan. 16.

● **NAIROBI**—The Administration Central Tender Bd. has issued an invitation for the bid and supply of underground cable. Documents may be obtained from The Crown Agents for Overseas Governments and Administration, 4 Millbank, London, SW1, England. Advance notification number DF 4250/8 dated Nov. 29. Closing date has not been announced.

339 Primary metal products

UGANDA—Automobile body filling paste. Direct purchase and agency. Hardware Traders Ltd. (importer, distributor, retailer), P.O. Box 347, Kampala. WTD 12/67.

342 Cutlery, hand tools, general hardware

AUSTRIA—Special tools for aircraft mechanics. Direct purchase and agency. "Aerocommerz" Dr. Pachta-Rayhofen & Co. (importer, manufacturers' representative), K.G. Landstrasser Hauptstrasse 65/16, A-1031 Vienna. WTD 10/67.

UGANDA—Hand, edge tools, hand and saw blades, other hardware. Direct purchase and agency. Hardware Traders Ltd. (importer, distributor, retailer), P.O. Box 347, Kampala. WTD 12/67.

343 Heating apparatus, plumbing fixtures

MALAYSIA—Sanitary ware for hotels. Mrs. C. Khoo, The Secretary, East Asia Realty Ltd. (realty, land developer), 88 Jalan Silang, Kuala Lumpur. WTD in preparation.

NETHERLANDS—Apparatus fittings, plumbing fixtures for all kinds of gas, water and steam. Direct purchase and agency. Agenturen & Commissiehandel D. Louwerse (agent, commission merchant, wholesaler, importer, exporter), Abtspoelweg 1, Oegstgeest. WTD 11/67.

Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

344 Fabricated structural metal products

AUSTRALIA—Proposal for supplying two sets of feed-water heating plant and steam jet air extraction equipment and associated plant, for use with a 350,000 kw. steam turbo-generator. Tender No. 67/153, bid deadline Mar. 18.

Each tenderer must submit his tender on the printed form properly completed with all schedules completely filled in.

Tenders are available, from the Power and Electrical Equipment Div. (for review only, not loan), Rm. 4124, U.S. Department of Commerce, Washington, D.C. 20230.

Tender may be obtained from the Purchasing Branch, 4th Fl., State Electricity Commission of Victoria, Monash House, 15 William St., Melbourne 3000. (Phone: 202-967-4241).

● **GREECE**—Proposals are hereby requested for designing, manufacturing, delivering, erecting, setting in operation and testing of a complete 15,000 kw steam electric power generating unit for the Linoperamata (Heraklion, Crete), power station. Bid deadline Jan. 22. Tender No. DMPM-417. Delivery within 20 mos. from signing of contract. Tender documents may be obtained from Public Power Corp. (PP C) 30 Chalkokondy St., Athens 102, Attn: Purchasing Department.

A copy of the terms and specifications is available, for review only, from the Power and Electrical Equipment Division, Rm. 4124, U.S. Department of Commerce, Washington, D.C. 20230. (Telephone: 202-967-4241).

346 Metal stamping

UGANDA—Miners' helmets. Direct purchase and agency. Hardware Traders Ltd. (importer, distributor, retailer), P.O. Box 347, Kampala. WTD 12/67.

347 Coating, engraving services

AUSTRALIA—Latest type coating material for use in internal coating of pipes used to carry natural gas, water and similar products. Direct purchase and agency. Embassy of the United States, Commercial Section, TO-77, George and Wynyard Sts., Sydney, N.S.W.

349 Fabricated metal products

UGANDA—Valves, pipe fittings, except plumbers' brass goods; safes and vaults. Direct purchase and agency. Hardware Traders Ltd. (importer, distributor, retailer), P.O. Box 347, Kampala. WTD 12/67.

351 Engines, turbines

● **PERU**—Supply electric equipment for a new hydroelectric plant to be located 70 Km from Lima. Plant capacity will be 120,000 Kw to feed a 220 KV system. Plant completion on Dec. 31, 1970; 13 hydraulic gates of various types and sizes within 1.50 x 1.50 m. to 6.0 x 4.20 m.; and three sets of copper dams, aluminum of similar sizes to above gates.

For further information contact the Lima Light and Power Co., Empresas Electricas Asociadas, Motor-Columbus, Huancavelica 279, Edificio Atlas, 10 Piso, Lima.

Financial references are the First National City Bank of New York, Bank of America and Banco de Credito.

352 Farm machinery

NETHERLANDS—Lawn mowers. Direct purchase and agency. Landre & Glinderman N.V. (importer), 6-8 Spuistraat, Amsterdam. WTD 9/67.

353 Construction, mining, materials handling equipment

MALAYSIA—Elevators. Mrs. C. Khoo, The Secretary, East Asia Realty Ltd. (realty, land developer), 88 Jalan Silang, Kuala Lumpur. WTD in preparation.

U.S. DEPARTMENT OF COMMERCE—FIELD OFFICES

ALBUQUERQUE, N. MEX., 87101, U.S. Courthouse. Area Code 505 Tel. 247-0311.

ANCHORAGE, ALASKA, 99501, 306 Loussac-Sogn Building. Area Code 907 Tel. 272-6331.

ATLANTA, GA., 30303, 4th Floor Home Savings Building, 75 Forsyth St. N.W. Area Code 404 Tel. 526-6000.

BALTIMORE, MD., 21202, 305 U.S. Customhouse, Gay and Lombard Sts. Area Code 301 Tel. 962-3560.

BIRMINGHAM, ALA., 35205, Suite 200-201, 908 South 20th St. Area Code 205 Tel. 325-3327.

BOSTON, MASS., 02203, Room 510, John Fitzgerald Kennedy Federal Bldg. Area Code 617 Tel. 223-2312.

BUFFALO, N.Y., 14203, 504 Federal Building, 117 Ellicott St. Area Code 716 Tel. 842-3208.

CHARLESTON, S.C., 29403, Federal Building—Suite 631, 334 Meeting St. Area Code 803 Tel. 577-4171.

CHARLESTON, W.VA., 25301, 3002 New Federal Office Building, 500 Quarrier St. Area Code 304 Tel. 343-6196.

CHEYENNE, WYO., 82001, 6022 Federal Building, 2120 Capitol Ave. Code 307 Tel. 634-5920.

CHICAGO, ILL., 60604, 1486 New Federal Building, 219 South Dearborn St. Area Code 312 Tel. 353-4400.

CINCINNATI, OHIO, 45202, 8028 Federal Office Building, 550 Main St. Area Code 513 Tel. 684-2944.

CLEVELAND, OHIO, 44101, 4th Floor, Federal Reserve Bank Building, East 6th St. and Superior Ave. Area Code 216 Tel. 522-4750.

DALLAS, TEX., 75202, Room 170, 1114 Commerce St. Area Code 214 Tel. 749-3287.

DENVER, COLO., 80202, 16419 Federal Building, 20th and Stout Sts. Area Code 303 Tel. 297-3246.

DES MOINES, IOWA, 50309, 609 Federal Bldg., 210 Walnut St. Area Code 515 Tel. 284-4222.

DETROIT, MICH., 48226, 445 Federal Building. Area Code 313 Tel. 226-6088.

GREENSBORO, N.C., 27402, 258 Federal Bldg., W. Market St. P.O. Box 1950. Area Code 919 Tel. 275-9111.

HARTFORD, CONN., 06103, 18 Asylum St. Area Code 203 Tel. 244-3530.

HONOLULU, HAWAII, 96813, 202 International Savings Building, 1022 Bethel St. Tel. 588-977.

HOUSTON, TEX., 77002, 5102 Federal Building, 515 Rusk Ave. Area Code 713 Tel. 228-0611.

JACKSONVILLE, FLA., 32202, P.O. Box 35087, 400 West Bay St. Area Code 904 Tel. 791-2796.

KANSAS CITY, MO., 64106, Room 2011, 911 Walnut St. Area Code 816 Tel. 374-3141.

LOS ANGELES, CALIF., 90015, Room 450, Western Pacific Building, 1031 South Broadway. Area Code 213 Tel. 688-2833.

MEMPHIS, TENN., 38103, 345 Federal Office Building, 167 North Main St. Area Code 901 Tel. 534-3214.

MIAMI, FLA., 33130, Rm. 821, City National Bank Bldg., 25 W. Flagler St. Area Code 305 Tel. 350-5267.

MILWAUKEE, WIS., 53203, Straus Building, 238 West Wisconsin Ave. Area Code 414 Tel. 272-8600.

MINNEAPOLIS, MINN., 55401, 306 Federal Building, 110 South Fourth St. Area Code 612 Tel. 334-2131.

NEW ORLEANS, LA., 70130, 909 Federal Office Building, South, 610 South St. Area Code 504 Tel. 527-6546.

NEW YORK, N.Y., 10001, 61st Floor, Empire State Building, 350 Fifth Ave. Area Code 212 Tel. 563-3377.

PHILADELPHIA, PA., 19107, Jefferson Building, 1015 Chestnut St. Area Code 215 Tel. 597-2850.

PHOENIX, ARIZ., 85025, 5413 New Federal Building, 230 North First Ave. Area Code 602 Tel. 261-3285.

PITTSBURGH, PA., 15222, 2201 Federal Building, 1000 Liberty Ave. Area Code 412 Tel. 644-2850.

PORTLAND, OREG., 97204, 217 Old U.S. Courthouse, 520 S.W. Morrison St. Area Code 503 Tel. 226-3361.

RENO, NEV., 89502, 2028 Federal Building, 300 Booth St. Area Code 702 Tel. 784-5203.

RICHMOND, VA., 23240, 2105 Federal Building, 400 North 8th St. Area Code 703 Tel. 649-3611.

ST. LOUIS, MO., 63103, 2511 Federal Building, 1520 Market St. Area Code 314 Tel. 622-4243.

SALT LAKE CITY, UTAH, 84111, 3235 Federal Building, 125 South State St. Area Code 801 Tel. 524-5116.

SAN FRANCISCO, CALIF., 94102, Federal Building, Box 36013, 450 Golden Gate Ave. Area Code 415 Tel. 556-5864.

SAN JUAN, P.R., 00902, Room 100, Post Office Bldg. Phone 723-4640.

SAVANNAH, GA., 31402, 235 U.S. Courthouse and Post Office Building, 125-29 Bull St. Area Code 912 Tel. 232-4321.

SEATTLE, WASH., 98104, 809 Federal Office Building, 909 First Ave. Area Code 206 Tel. 583-5615.

UGANDA—Mining machinery, equipment, except oil field machinery and equipment. Direct purchase and agency. Hardware Traders Ltd. (importer, distributor, retailer), P.O. Box 347, Kampala. WTD 12/67.

354 Metalworking machinery

BURMA—24 chucks, various types and sizes. Tender No. MEIC/B.Rlys/13(T)119(M)67.68, bid deadline Feb. 22; 985 steel boxes for British built shockless jolt ram roll moulding, various sizes.

Tender No. MEIC/B.Rlys/13(T)120M67.68, bid deadline Feb. 26; 200 high speed steel machine top plugs, various sizes.

Tender MEIC/B.Rlys/13(T)122(M)67.68, bid deadline Feb. 26. The Chairman, Union of Burma Railway Bd., Bogyoke Aungsan St., Rangoon.★ (Telephone: 202-967-2723).

NETHERLANDS—Gas welding equipment, accessories. Direct purchase and agency for Benelux, EFTA countries. International Equipment Co. Intequip (agent, importer, exporter, wholesaler, retailer), Flevo Bldg., 111 Hoogstraat or P.O. Box 68, Rotterdam. WTD 11/67.

● **PAKISTAN**—Two 6″ centre sliding surface and screw cutting gap lathes, about 3′ 6″ between centers. Tender PR-1/67/PMP/28, bid deadline Jan. 9. Secretary, Railway Board, Govt. of West Pakistan, P.W.R. Headquarters, Rm. N. 7, 1st Fl., Empress Rd., Lahore.★ (Telephone: 202-967-2723).

● **SUDAN**—One surface grinder with reciprocating 15″ x 40″ table and 10″ to 14″ dia. x 1⅝″ thick grinding wheel, Tender No. 3760, bid deadline Jan. 20; one 5,000 lb. pneumatic hammer suitable for working 5″ to 8½″ mild steel billets, Tender No. 3850, bid deadline Jan. 15. Office of Controller of Stores, Sudan Railways, P.O. Box 65 Atbara.★ (Telephone: 202-967-2723).

● **TANZANIA**—Complete steel rolling mill including factory and workshop buildings, that will roll ⅜ to 1¼″ rods and bars, up to 2″ x 2″ angles, and up to 2″ flats, starting with 80 mm. sq. by 6′ long billets. Bid deadline Jan. 31. The National Development Corp., P.O. Box 2669, Dar es Salaam.★ (Telephone: 202-967-2723).

● **VENEZUELA**—Equipment for flat-rolled products plant, including: Equipment for continuous acid tinning line to process .61 to .15 mm. coils (108,000 m.t. annually); plant and equipment to produce flat-rolled products such as semi-continuous hot strip mill, continuous cold strip mill, temper mill slab reheating furnace, continuous pickling line, etc.; plant and equipment to produce 280 m.t. of oxygen per day; two pit recuperative type ingot heating furnace to heat 125 m.t., of ingots per pit; and automatic hot scarling machine suitable for conditioning steel blooms and slabs. Bid deadline Jan. 4. Manager of Research and Development, C.V.G. Siderugica Del Orinoco, C.A. (SIDOR), Ciudad Commercial Tamanaco, Avenida La Estancia No. 10. Edificio La Estancia, Piso 10, Caracas. (Newspaper clippings only)★ (Telephone: 202-967-2723).

355 Special industry machinery

AFGHANISTAN—Electric-powered machine capable of solidifying and hydrogenating six to nine tons of cotton seed oil per day. Bakhtar Joint Stock Industrial Co. (exporter, manufacturer), 2nd Part of Jade Maiwand, Kabul. WTD in preparation.

GERMANY—Modern high-calibre machinery for processing of plastic foil such as vacuum packaging machinery, injection packaging machinery, foil cutting, embossing, and/or laminating machinery. Direct purchase and agency. Hermann Purfuerst K.G. (importer, engineering office), Foessestrasse 105A, 3 Hannover-Linden. WTD 11/67.

● **INDIA**—Supply of one mounting press for metallographic sample mounting in thermoplastic and thermosetting resins. Tender No. BARC/P/CAP/624, bid deadline Jan. 8. Head, Purchase and Stores Div., Bhabha Atomic Research Center, Mohatta Bldg., Palton Rd., Bombay 1.★ (Telephone: 202-967-5589).

NETHERLANDS—Wrapping machinery for food industry, transparent film working machinery. Direct purchase and agency for Benelux countries requested. Hapece N.V. (importer, agent), 23 Industrieweg, Kampen. WTD 10/67.

All products in the field of graphic arts industry. Direct purchase, also for exports to Common Market countries, except Germany, to Pakistan, Hongkong. Agencies and/or representations requested. Also interested in reverse licensing. N.V. Lettergieterij "Amsterdam" v/h N. Tetterode (manufacturer, agent, distributor, importer, exporter), 163 Bilderdijkstraat, Amsterdam. WTD 11/67.

NICARAGUA—Machinery for manufacture of hinges in sizes from 1″ to 4″ in length. Desired production of sixteen million hinges for wooden doors per year. Requests descriptive literature, price lists. Requests replies in Spanish. Industrias Consolidadas Centroamericanas S.A. (manufacturer), Apartado Postal 1865, Managua. WTD in preparation.

PHILIPPINES—Machinery, equipment for manufacture of battery separators and containers. Mr. Lauro Magnaye, Dir., Philippine Lead Corp. (manufacturer), c/o C. C. Unson Co., Inc., 1262 Espana, Manila. WTD 5/67.

YUGOSLAVIA—Complete plant, process and equipment for cold dehydration of vegetables such as carrots, onions, peppers, mushrooms, potatoes; capacity 2 000 tons annually. Jugoexport (exporter, importer). Rade Kusic, Gen. Mgr., Kolarceva 1, P.O. Box 515, Belgrade. WTD 3/16/67.

356 General industrial machinery

AUSTRIA—Ball and roller bearings, needle bearings for machinery and automotive equipment; miniature type anti-friction bearings for instruments. Franz Eisenwagen (importer, wholesaler), Neubaugasse 51, A-1070 Vienna. WTD 9/29/66.

BELGIUM—Automatic adhesive and thermo adhesive labeling machines. Boehlen Gebroeders P.V.B.A. (manufacturer, exporter), 660 Bosuilbaan, Deurne, Antwerp. WTD 10/67.

GERMANY—Coke oven machinery of all kinds. Requests price quotations c.i.f. Hamburg or Bremen. Hartung, Kuhn & Co., Maschinenfabrik GmbH. (manufacturer, importer, exporter), 7 Koenigsberger Strasse, 4 Duesseldorf. WTD 12/1/67.

NETHERLANDS—Labeling machines, packaging, wrapping machinery, paper converting, box making machinery. Direct purchase, also for exports to Common Market countries except Germany, and to Pakistan, Hong Kong. Agencies and/or representations requested. Also interested in reverse licensing. N.V. Lettergieterij "Amsterdam" v/h N. Tetterode (manufacturer, agent, distributor, importer, exporter), 163 Bilderdijkstraat, Amsterdam. WTD 11/67.

TANZANIA—Small scale industrial machinery to manufacture upholstery springs; sheet metal furniture; needs junior type wire nailing machinery. Requests c.i.f. quotations. Taank Construction Co. Ltd. (builders, contractors), P.O. Box 208, Mwanza. WTD in preparation.

● Complete machinery to manufacture following items: shoe laces, artist brushes, carpet brushes, tooth picks, wood footrulers, file folders, paper bags, rubber soles and heels, erasers, boot polishes, adhesive tapes, glue, fountain pen ink, paper gum tapes, paper staples, shoe eyelets, paper pins and clips. Requests approximate c.i.f. costs, indication of production capacity, smallest economical unit preferred, electric or fuel operated, labor force required for each type of installation and minimum area necessary to put up the plant. Sheriff Dewju & Sons Ltd. (importer, exporter), P.O. Box 175, Arusha. WTD in preparation.

Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

357 Office, computing, accounting machines

AUSTRIA—Electronic calculating, accounting, bookkeeping machines for office use. Direct purchase and agency. Kurt Mader K.G. (importer, wholesaler, manufacturers' representative), Bauernmarkt 14, A-1010 Vienna. WTD 9/12/66.

SWEDEN—Office machines, equipment. Direct purchase and agency. Pendax AB (agent, wholesaler, retailer), Vastanvag 7, Malmo. WTD 12/4/67.

358 Service industry machines

BURMA—Supply of six industrial type vacuum cleaners; portable type; operating from 230 volts, single phase, 50 cycles, AC supply; should handle both wet and dry operations. Tender No. MEIC/BRLYS/13(t)13(t)127(m)67-68, bid deadline Feb. 29. The Chairman, Union of Burma Railway Bd., Bogyoke Aungsan St., Rangoon.★ (Telephone: 202-967-2939).

FRANCE—Refrigeration display cabinets for supermarkets. Direct purchase and exclusive agency. Societe des Usines Quiri & Cie (manufacturer, wholesaler), 46, Route des Bischwiller, 67 Schiltigheim. WTD 11/67.

GERMANY—Air conditioning equipment, room and industrial. C.i.f. European ports. Direct purchase and agency. Rhinex Export-Import GmbH & Co. KG. (distributor, importer, exporter), 31 Dahlerdyk, 415 Krefeld. WTD 11/29/67.

KOREA—Air conditioners. Direct purchase and agency. Shu Kwang Industrial Co., Ltd. (importer, exporter, manufacturer), I.P.O. Box 2036 Seoul. WTD in preparation.

MALAYSIA—Air conditioning equipment, laundry machinery. Mrs. C. Khoo, The Secretary, East Asia Realty Ltd. (realty, land developer), 88 Jalan Silang, Kuala Lumpur. WTD in preparation.

360 Electrical machinery, equipment, supplies

SWEDEN—Electrical equipment such as re-

lays, contactors. Direct purchase and agency. AB Novum (agent), Prins Georgs gata 2d, Halsingborg. WTD 11/30/67.

361 Electric transmission, distribution equipment

AUSTRALIA—Design, manufacture, test and supply of 15.4 Kv, three phase air-blast circuit breakers, isolating switches, control panels and associated equipment. Tender No. E540, bid deadline Feb. 28. Comptroller of Stores, Snowy Mountains Hydro-Electric Authority, P.O. Box 332, Cooma, North, N.S.W. 2629.

A copy of specification and tender is available for review only, not loan, from the Power and Electrical Equipment Division, Rm. 4124, BDSA-622, Department of Commerce, Washington, D.C. 20230. (Telephone: 202-967-4241).

● **CHILE**—Supply of 45 outdoor, three-phase, compressed air circuit breakers; 11 outdoor, three-phase oil circuit breakers and; eight compressed air plants for circuit breakers. Bid deadline Feb. 29. Empresa Nacional de Electricidad, Ramon Nieto 920, Of. 428, Santiago. Correspondence preferred in Spanish.★ (Telephone: 202-967-4241).

FRANCE—Electrical integrating instruments: ampere-hour meters, watt-hour meters, watt-hour and demand meters, watt-hour and time-switch meters; electrical measuring instruments: ammeters, indicating and recording instruments, instrument relays, telemeters, voltmeters. "Metrolab", Les Laboratoires Electriques de Menilmontant (importer), 56, rue de la Bidassoa, Paris, 20e. WTD 10/67.

● **KUWAIT**—Supply and installation of supervisory control system for electrical network. Tender No. MEW/22/2/143-67/68, bid deadline Feb. 11. Ministry of Electricity and Water.

Tender documents are available from the Central Tenders Board for a fee of $141.64 also an initial deposit of 5% of value of offer is required.

● **PERU**—Supply of 15,000 single phase induction meters, 225 volts, 60 cycles, 5A(20A) intensity; 6000 three phase induction meters, 3 x 225 volts, 60 cycles, 25A(75) intensity. Bid deadline not determined. Servicio de Compras, Oficina 308. Lima Light and Power Co., Veracruz 261, Casilla 1384, Lima.★ (Telephone: 202-967-2939).

362 Electrical industrial apparatus

GERMANY—All types of modern industrial controls, pneumatic, hydraulic, electric, electronic; preferably with preset and/or stored programmers. Direct purchase and agency. Hermann Purfuerst K.G. (importer, engineering office). Foessestrasse 105A, 3 Hannover-Linden. WTD 11/67.

NETHERLANDS—Electric welding equipment such as electrodes, accessories. Direct purchase and agency for Benelux. EFTA countries. International Equipment Co. Intequip (agent, importer, exporter, wholesaler, retailer), Flevo Bldg., 111 Hoogstraat or P.O. Box 68, Rotterdam. WTD 11/67.

SWEDEN—Synchros and servo mechanism systems; stepping motors. Direct purchase and agent. Forslid & Co. AB (agent, importer), 8 Gyllenstiernsgatan, Stockholm No. WTD 11/30/67.

363 Household appliances

FRANCE—Electric household appliances, apparatus, up-to-date equipment, including household refrigerators; dish-washing and laundry-washing machines; kitchen equipment such as food-mixers; fryers, other cooking appliances. Direct purchase and agency. Requests replies in French. "Technic Radio", Établissements Labat (dealer, sales agent), Palais des Pyrenees; 64- Pau, Basses-Pyrenees. WTD 9/16/66.

GERMANY—Household refrigerators, freezers, laundry equipment, electrical housewares. Direct purchase and agency. Requests replies in German. Waldemar Wissemann (import, agent, wholesaler), 2000 Hamburg 61, Borstelerchaussee 103/105. WTD 2/67.

364 Electric lighting, wiring equipment

● **BURMA**—Supply of 32 kerosene lamps, parts including mantles, wicks and wick holders. Tender No. MEIC/B.Rlys/13(T)162 (T&M)67.68. Bid deadline Mar. 14. The Chairman, Union of Burma Railway Bd., Bogyoke Aungsan St., Rangoon.★ (Telephone: 202-967-5345).

MALAYSIA—Electrical lighting, fixtures. Mrs. C. Khoo, The Secretary, East Asia Realty Ltd. (realty, land developer), 88 Jalan Silang, Kuala Lumpur. WTD in preparation.

SWEDEN—Solderless connectors, electric wiring devices. Direct purchase and agency. Forslid & Co. AB (agent, importer), 8 Gyllenstiernsgatan, Stockholm No. WTD 11/30/67.

365 Radio, television receiving sets

FRANCE—Radio, television receiving sets and accessories, including portable television sets, hi-fi radio receivers, also musical instrument amplifiers and related up-to-date equipment, apparatus. Agency and direct purchase. Requests replies in French. "Technic Radio", Établissements Labat (dealer, sales agent), Palais des Pyrenees; 64- Pau, Basses-Pyrenees. WTD 9/16/66.

MALAYSIA—Television sets. Mrs. C. Khoo, The Secretary, East Asia Realty Ltd. (realty, land developer), 88 Jalan Silang, Kuala Lumpur. WTD in preparation.

366 Communications equipment

GERMANY—Aircraft electrolyte switches. Direct purchase and agency. Hermann John Panier K.-G. (import. agency), 2000 Hamburg 70, Moorgrund 24. WTD in preparation.

● **GREECE**—The Hellenic Telecommunications Organizations, Ltd., 6 Klissovis St., Athens, has requested bids for the supply, installation and inauguration of a satellite earth station. The cost of the project is expected to reach $5 million. Tender No. 6519, bid deadline Mar. 5. All bids shall be valid for six months after the closing date.

A copy of conditions and specifications is available on a short term basis to firms located in the U.S. from the Communications Industries Division. BDSA-654. U.S. Department of Commerce, Washington, D.C. 20230. (Telephone: 202-967-4823).

● **MALAYSIA**—Supply of 20 frequency modulated voice frequency telegraph terminals required up to December 1972. Tender No. (R/P) 700, bid deadline March 27. Director General. Telecoms Department, Government of Malaysia, Kuala Lumpur.★ (Telephone: 202-967-4823).

Telephone equipment. Mrs. C. Khoo, The Secretary, East Asia Realty Ltd. (realty, land developer), 88 Jalan Silang, Kuala Lumpur. WTD in preparation.

SWEDEN—Encoders and decoders systems. Direct purchase and agency. Forslid & Co. AB (agent, importer), 8 Gyllenstiernsgatan, Stockholm No. WTD 11/30/67.

367 Electronic components, accessories

ENGLAND—Component parts of television receivers, including cathode ray tubes and valves; teaching equipment including overhead projectors, recording equipment, other related items. Granada TV Rentals Ltd. (rental agency), Sharston Rd., Manchester 22. WTD 11/16/67.

ITALY—Vacuum tubes, transistors. Direct purchase and agency. Pantec Associates, s.r.l. (consulting engineers), 11/1 Viale America, Rome. WTD 11/67.

369 Electrical machinery, equipment supplies

BELGIUM—Automotive spare parts such as starters, generators, spark plugs, ignition coils. Ets. Moorkens NV (manufacturer, distributor, importer), 233 Pierstraat, Kontich, Antwerp. WTD 9/67.

372 Aircraft, parts

AUSTRIA—Aircraft engine parts, accessories. Direct purchase and agency. "Aerocommerz" Dr. Pachta-Rayhofen & Co. (importer, manufacturers' representative), K.G., Landstrasser Hauptstrasse 65/16, A-1031 Vienna. WTD 10/67.

374 Railway equipment

● **THAILAND**—Supply of Bogies—260 units for freight cars, meter gauge. Tender No. 10623, bid deadline Jan. 18. Tender to be submitted before Jan. 18, with a deposit of $10,920. Tender conditions, drawings, and specifications are available at the Stores Sec., State Railway of Thailand at $7.50 per set. A copy may be reviewed only in Rm. 4314, Transportation Equipment Division, BDSA-596, U.S. Department of Commerce, Washington, D.C. 20230. Correspondence preferred in English.

381 Engineering, laboratory, scientific, research, instruments

● **BURMA**—Supply of varied small quantities of assorted laboratory equipment including basins, beakers, bottle stoppers, funnels, crucibles, flasks, color filters, lamps, etc. Tender No. MEIC/BRLYS/10(T)24(M)67-68, bid deadline January 29. The Chairman, Union of Burma Railway Board, Bogyoke Aungsan Street, Rangoon.★ (Telephone: 202-967-2939).

FRANCE—Laboratory instruments for chemical analysis; surveying instruments and accessories: alidades, transits, levels, theodolites, plumb bobs, rods, chains, tapes; physics laboratory apparatus and instruments; altimeters, aeronautical instruments. "Metrolab", Les Laboratoires Electriques de Menilmontant (importer), 56 rue de la Bidassoa, Paris, 20e. WTD 10/67.

● **INDIA**—Supply of two wind transmitters or indicators for combined electrical transmission of direction and velocity; also two strip chart recorders, 200 sheets of blank charts and six bottles of recording ink. Tender No. BARC/P/CAP/673, bid deadliae Jan. 12. Head, Purchase and Stores, Bhabha Atomic Research Centre (Purchase Div.), Mohatta Bldg., Palton Rd., Bombay 1.★ (Telephone: 202-967-2939).

NETHERLANDS—Laser scientific; engineering systems and equipment. Direct purchase and agency. Landre & Glinderman N.V. (importer), 6-8 Spuistraat, Amsterdam. WTD 9/67.

382 Instruments for measuring, controlling, indicating physical characteristics

AUSTRIA—Control equipment for refrigeration, ventilating, and airconditioning; calorimeters; other industrial controls. Direct purchase and agency. Austrex, Waerme- und Regeltechnik, Lanzel & Co. (importer, wholesaler, manufacturers' representative), Zeltgasse 3-5, A-1081 Vienna.

• **BURMA**—Supply of four valve seat indicators; three cylinder bore measuring gauges; two crankshaft deflection dial testers; two mobile high pressure greasing units. Tender No. MEIC/BRLYS/13(T)131(M)67-68, bid deadline Feb. 8. The Chairman, Union of Burma Railway Bd., Bogyoke Aungsan St., Rangoon.★ (Telephone: 202-967-2939).

FRANCE—Aircraft engine instruments, except flight: fuel gauge, (capacitor type), temperature indicating instruments, tachometers, tensiometers (aircraft cables); integrating meters (non electrical type): gas meters, gasoline dispensing meters, liquid meters; mechanical measuring & controlling instruments: dynamometers, tachometers (except aircraft), viscometers, liquid scintillation spectrometers. "Metrolab", Les Laboratoires Electriques de Menilmontant, (importer), 56, Rue de la Bidassoa, Paris, 20e. WTD 10/67.

383 Optical instruments, lenses

FRANCE—Refractometers, polarimeters, spectrophotometers, spectrographs, chromatographic equipment, laboratory type. "Metrolab", Les Laboratoires Electriques de Menilmontant (importer), 56, Rue de la Bidassoa, Paris, 20e. WTD 10/67.

GERMANY—Binoculars, microscopes, telescopes, opera glasses, optical measuring and testing instruments. Direct purchase and agency. Requests replies in German. Waldemar Wiesemann (importer, agent, wholesaler), 2000 Hamburg 61, Borstelerchaussee 103/108. WTD 2/67.

386 Photographic equipment

GERMANY—Copying machines, supplies. Requests price quotations f.o.b. New York. Werner & Roosen (importer, wholesaler), 569 Neusser Strasse, 5 Koeln-Weidenpesch 1. WTD 11/67.

SWEDEN—Microfilming accessories, equipment. Direct purchase and agency. Pendax AB (agent, wholesaler, retailer), Vastanvag 7, Malmo. WTD 12/4/67.

393 Musical instruments, parts

GERMANY—Musical instruments of all kinds except pianos. Requests price quotations c.i.f. German or Dutch ports. Requests replies in German. G. Grumbach & Co. (distributor, importer), 11 Achenbachstrasse, 4 Duesseldorf. WTD 11/17/67.

395 Pens, pencils, office, artists' materials

AUSTRIA—Drafting materials for technical offices, writing instruments. Direct purchase and agency. Woess & Co. (importer, wholesaler, manufacturers' agent), Schuetzengasse 25, A-1030 Vienna. WTD 2/67.

509 Wholesalers

BELGIUM—Youth books, semi-scientific, others. Proost & Co. Henri (manufacturer, exporter), 169 Otterstraat, Turnhout. WTD 11/67.

521 Lumber, building materials

MARTINIQUE—Asphalt tiles for roofing; particle board panels for use as dividing panels. Monsieur Robert Carpentier, Marvel (wholesaler), P.O. Box 112, Fort-de-France. WTD 3/67.

572 Household appliance stores

MARTINIQUE—Small electrical household appliances, particularly mixers, blenders. Monsieur Robert Carpentier, Marvel (retailer), P.O. Box 112, Fort-de-France. WTD 3/67.

Sales Representation

The firms listed below are interested in representing U.S. firms in the areas indicated. Exclusive distributorship for these commodities is wanted only if specified.

106 Ferro-alloy ores, except vanadium

AUSTRIA—Molybdenum, tungsten concentrates. Agency on commission basis. Dynamit Nobel Wien (manufacturer, importer), Aktiengesellschaft, Heidenschuss 2, A-1014 Vienna. WTD 1/67.

109 Miscellaneous metal ores

AUSTRIA—Monazite sand and cerite for manufacture of rare earth metals, compounds; vanadium concentrates. Agency on commission basis. Dynamit Nobel Wien (importer, manufacturer), Aktiengesellschaft, Heidenschuss 2, A-1014 Vienna. WTD 1/67.

206 Sugar

NETHERLANDS—Sugar, related products for bakeries, other food processors. Exclusive representation for E.E.C. and E.F.T.A. countries; also interested in licensing, joint-venture or other production arrangement. Internatio-Group (importer, wholesaler, distributor, manufacturer), 29 Westerstraat, or P.O. Box 567, Rotterdam-2. Attn: Mr. M. Dubbelt. WTD 11/67.

207 Confectionery

NETHERLANDS—Cocoa, related products for bakeries, other food processors. Exclusive representation for E.E.C. and E.F.T.A. countries; also interested in licensing, joint-venture or other production arrangement. Internatio-Group (importer, wholesaling, distributing, manufacturing), 29 Westerstraat, or P.O. Box 567, Rotterdam-2. Attn: Mr. M. Dubbelt. WTD 11/67.

208 Beverage industries

NETHERLANDS—Chemicals for food industry. Sales agency, licensee agreement or joint venture requested. Vaessen-Schoemaker Holding Co. N.V. (manufacturer, importer, exporter), 5 Singel, Deventer. WTD 11/67.

Flavoring extracts, sirups, concentrates, pastes, powders, colorings, aromatics, for bakeries, other food processors. Exclusive representation for E.E.C. and E.F.T.A. countries; also interested in licensing, joint-venture or other production arrangement. Internatio-Group (importers, wholesaler, distributor, manufacturer), 29 Westerstraat, or P.O. Box 567, Rotterdam-2. Attn: Mr. M. Dubbelt. WTD 11/67.

209 Foods preparations

NETHERLANDS—Oils, fats, animal, marine, vegetable; sugar, coffee, cocoa, coconut, spices; emulsifiers; oleo resins; glycerine; food additives; extracts; essential oils; fillings; leavening compounds; many other types of food ingredients sold to bakeries, other food processors. Exclusive representation for E.E.C. and E.F.T.A. countries; also interested in licensing, joint-venture or other production arrangement. Internatio-Group (importers, wholesalers, distributors, manufacturing), 29 Westerstraat, or P.O. Box 567, Rotterdam-2. Attn: Mr. M. Dubbelt. WTD 11/67.

222 Broad woven fabric mills, manmade fiber, silk

GERMANY—Women's dress materials of all kinds, women's and men's lingerie fabrics and shirtings. Requests price quotation c.i.f. German or Dutch ports. Opitz & Duering (agent), 58a Am Poggenbrink, 48 Bielefeld. WTD 11/29/67.

223 Broad woven fabric mills, wool

GERMANY—Women's dress materials of all kinds, women's and men's lingerie fabrics and shirtings. Requests price quotation c.i.f. German or Dutch ports. Requests replies in German. Opitz & Duering (agent), 58a Am Poggenbrink, 48 Bielefeld. WTD 11/29/67.

224 Narrow fabrics, other smallwares mills

AUSTRIA—Special ribbons, particularly for garment industry; technical ribbons. Vereinigte Bandfabriken Nfg. Walther Schwarz & Co. (importer, wholesaler, manufacturer, manufacturers' agent), Millergasse 9, A-1060 Vienna. WTD 4/67.

239 Fabricated textile products

AUSTRIA—Bows, tied or braided, rosebuds, similar accessories for foundation garment industry. Agency on commission basis or for own account. Vereinigte Bandfabriken Nfg. Walther Schwarz & Co. (importer, wholesaler, manufacturer, manufacturers' representative), Millergasse 9, A-1060 Vienna. WTD 4/67.

264 Converted paper, paperboard products

FRANCE—Stationery; paper desk-pads; paper novelties; school, office supplies, related items. Laroche-Joubert & Cie. (Papeteries) 2 Rue Leonard-Jarraud; 16- Angouleme, Charente.

NETHERLANDS—Cellophane packaging materials. Sales agency, licensee agreement or joint venture requested. Vaessen-Schoemaker Holding N.V. (manufacturer, importer, exporter), 5 Singel, Deventer. WTD 11/67.

281 Industrial chemicals

AUSTRIA—Pitch for manufacture of electrodes; potassium chromate, bichromate; sodium chromate, bichromate; potassium ferrocyanide; liquefied gas for aerosol bombs. Agency on commission basis. Dynamit Nobel Wien (importer, manufacturer), Aktiengesellschaft, Heidenschuss 2, A-1014 Vienna. WTD 1/67.

282 Synthetic materials

SWEDEN—Shrink films of viscose or similar material to be used as caps, wrapping material. Scan Pasa AB (exporter, manufacturer, sales agent), Alviksvagen 30, Bromma. WTD 12/67.

284 Cosmetics, perfumes

ITALY—Cosmetics, perfumes. Oreste Detassis (distributor), Via Maccani, 38100 Trento. WTD in preparation.

289 Chemical products

NETHERLANDS—Essential oils for bakeries, other food processers. Exclusive representation for E.E.C. and E.F.T.A. countries; also interested in licensing, joint-venture or other production arrangement. Internatio-Group (importer, wholesaler, distributor, manufacturer), 29 Westerstraat, or P.O. Box 567, Rotterdam-2. Attn: Mr. M. Dubbelt. WTD 11/67.

329 Abrasive, asbestos, nonmetallic mineral products

NETHERLANDS—Sand and shotblasting materials. Local inventory desired. Van Kranenburg N.V. (importer, manufacturer, exporter, distributor), 205 Schiekade, or P.O. Box 854, Rotterdam. WTD 11/67.

342 Cutlery, hand tools, general hardware

NETHERLANDS—Sewer, drain cleaning equipment, tools, especially do-it-yourself type. Exclusive representation arrangements for The Netherlands, Benelux. N.V. Handelmaatschappij v/h Joh. Van der Meiden (importer), Nijverheidsweg 4, Amersfoort. WTD in preparation.

347 Coating, engraving services

NETHERLANDS—Sand and shotblasting equipment. Local inventory desired. Van Kranenburg N.V. (importer, manufacturer, exporter, distributor), 205 Schiekade or P.O. Box 854, Rotterdam. WTD 11/67.

353 Construction, mining, materials handling machinery equipment

JORDAN—Graders, scrapers, tractors, other equipment for construction. Arab Trading & Engineering Co. Ltd. (importer, wholesaler), P.O.B. 2315, Amman. WTD 11/25/67.

NETHERLANDS—Mechanical handling equipment. Local inventory desired. Van Kranenburg N.V. (importer, manufacturer, exporter, distributor), 205 Schiekade or P.O. Box 854, Rotterdam. WTD 11/67.

354 Metalworking machinery

NETHERLANDS—Machine, engineer's and pneumatic tools; measuring equipment. Local inventory desired. Van Kranenburg N.V. (importer, manufacturer, exporter, distributor), 205 Schiekade or P.O. Box 854, Rotterdam. WTD 11/67.

355 Special industry machinery

NETHERLANDS—Foundry equipment. Local inventory desired. Van Kranenburg N.V. (importer, manufacturer, exporter, distributor), 205 Schiekade or P.O. Box 854, Rotterdam. WTD 11/67.

Wrapping, sealing machinery. Sales agency, licensee agreement or joint venture requested. Vaessen-Schoemaker Holding N.V. (manufacturer, importer, exporter), 5 Singel, Deventer. WTD 11/67.

356 General industrial machinery

NETHERLANDS—Sewer cleaning equipment. Exclusive representation arrangements for The Netherlands, Benelux. N.V. Handelmaatschappij v/h Joh. Van der Meiden (importer), Nijverheidsweg 4, Amersfoort. WTD in preparation.

Air compressors. Local inventory desired. Van Kranenburg N.V. (importer, manufacturer, exporter, distributor), 205 Schiekade, or P.O. Box 854, Rotterdam. WTD 11/67.

358 Special industry machinery

ISRAEL—Equipment for regulating humidity in hothouses and its measurements; equipment for internal ventilation in hothouses; and equipment for the extermination by steam and other chemical means, of germs in the soil and insects in plants. Solcoor Marketing & Purchasing Co. Ltd. (importer, agent, distributor), 99 Ben Yehuda St., P.O. Box 3035, Tel Aviv. WTD in preparation.

NETHERLANDS—Various types of commercial laundry, dry cleaning equipment; gas, electric appliances for hotels, restaurants such as stoves, grills, freezers; washers, driers, dry cleaning machines, solvent reclaimers. Exclusive representation arrangements for The Netherlands, Benelux. N. V. Handelmaatschappij v/h Joh. Van der Meiden (importer), Nijverheidsweg 4, Amersfoort. WTD in preparation.

362 Electrical industrial apparatus

ISRAEL—Electronic equipment for industrial purposes. Joseph Pekelman—Import Trading House Ltd. (importer, agent, wholesaler), 2 Zevulin Street, P.O. Box 1278, Tel Aviv. WTD in preparation.

363 Household appliances

JORDAN—Refrigerators, washing machines, mixers, irons, other electric household appliances. Arab Trading & Engineering Co. Ltd. (importers, wholesalers), P.O. Box 2315, Amman. WTD 11/25/67.

NETHERLANDS—Household appliances such as stoves, grills, rotisseries, electric washing appliances, up-right and horizontal freezers. Exclusive representation arrangements for The Netherlands, Benelux. N.V. Handelmaatschappij v/h Joh. Van der Meiden (importer), Nijverheidsweg 4, Amersfoort. WTD in preparation.

366 Communication equipment

PAKISTAN—Transceivers, land mobile and marine; VHF communication equipment; radar, search and navigation, airborne. Requests catalogs, quotations, c.&f., Karachi. Akhtar Trading Corp. (importer), 4 Nadir House, McLeod Rd., Karachi. WTD 10/67.

367 Electronic components, accessories

FRANCE—Electric equipment, components, devices, accessories of all categories, for radio, television, other uses such as industrial applications, research, medical field, including receivers-transmitters, audio-frequency equipment, related lines. Agency with repair, after-sale services. Stamelec (sale agent). Ateliers Croix-Saint-Jacques; 24- Thiviers, Dordogne. WTD in preparation.

371 Motor vehicles, equipment

PAKISTAN—Auto, truck parts for military vehicles. Requests catalogs, quotations, c.&f., Karachi. Akhtar Trading Corp. (importer), 4 Nadir House, McLeod Rd., Karachi. WTD 10/67.

381 Electronic equipment

ISRAEL—Electronic equipment for scientific research. Joseph Pekelman—Import Trading House Ltd. (importer, agent, wholesaler), 2 Zevulin St., P.O. Box 1278, Tel Aviv. WTD in preparation.

471 Freight forwarding

ETHIOPIA—Correspondent arrangement with freight forwarding company, preferably in New York area, to handle U.S.-Ethiopian shipments, both inbound and outbound. Fassil Kiflegzy (agent), P.O. Box 33, Addis Ababa. WTD 8/21/67.

504 Groceries

ITALY—Fresh, frozen fish. Kimpex (representative, Via Pasteur 16, Milan. WTD in preparation.

Leads for Importers

Commodities are offered direct unless specified

220 Textile mill products

SWEDEN—Wool/polyester (dacron), rayon/polyester fabrics for men's suits, separate trousers, top coats. Marieholms Yllefabriks AB (weaving mill), Marieholm. WTD 12/4/67.

249 Wood products

PHILIPPINES—Monkey pod woodcraft including carved wood and cane furniture pieces. Antique reproductions of particular interest to decorators; pictures, descriptions, prices available on request. Allied Woodcraft Industry (importer, exporter, wholesaler, manufacturer), c/o Mr. Diego M. Lirio, Mgr., Banilad, Mandawe, Cebu. WTD 11/8/66.

317 Handbags, personal leather goods

PHILIPPINES—Native handcrafted ladies', girl's handbags, tote bags, shopping bags, beach bags, clutch bags, wallets, fancy bags; assorted styles, sizes. Kimver Travelcraft Industry (manufacturer, wholesaler), Bulacao, Talisay, Cebu. WTD 10/67.

361 Electric transmission, distribution equipment

FRANCE—Metal cabinets, standard types, zinc electro-plated sheet, with coat of grey

paint; back-panels or patented removable chassis with perforated flanges and adjustable rails equipped with clamping straps designed for prompt and easy installation of switchgear, control boards and electric-distribution panels. Descriptive brochures supplied upon request. Mitton & Cie (Societe) (manufacturer), 45 Blvd. Alsace-Lorraine; 64- Pau, Basses-Pyrenees. WTD 4/20/67.

399 Manufacturing industries

MOROCCO—Moroccan handicraft products such as leather goods; hand-woven rugs, blankets; copper, brass articles; Moroccan embroideries, kaftans. Requests replies in French. Juriconsa (exporter), 29, Rue Dr. Fumey, Tangier. WTD 11/67.

New Trade Lists

The Bureau of International Commerce has published the following automated lists to provide complete coverage for **MEXICO**. *Automated trade lists may be ordered by firms domiciled in the United States, giving the titles listed below or by the five digit identification (ID) number from BIC-924, U.S. Department of Commerce, Washington, D.C. 20230, and from Department of Commerce Field Offices. The price is $1 per list for each country. All are dated June.*

Number — *Title* — *Number of names in list*

01000—Farm, forestry, and fishery products, 370
10000—Mining companies, 54
19000—Arms and ammunition, 21
20100—Meat, poultry, and eggs, 98
20200—Dairy products; canned, preserved, and frozen foods, 192
20400—Grain mill and bakery products, 174
20600—Sugar, confectionery and beverages, 219
20900—Oils (animal, fish and vegetable); coffee and specialty foods; tobacco and tobacco products, 259
22100—Broad woven fabrics (cotton, synthetic and wool), 168
22400—Narrow woven fabrics; knitting mill products, 92
22600—Dyeing and finishing; carpets and rugs; yarn and thread; miscellaneous textile products, 223
23100—Men's, youths', and boys' clothing and furnishings, 125
23300—Women's, misses', children's, and infants' wear; hats, caps, and millinery; fur goods, 165
23600—Miscellaneous apparel and accessories and miscellaneous fabricated textile products, 222
24000—Lumber and wood products (except furniture), 181
25000—Furniture and fixtures, 144
26000—Pulp, paper, and paperboard mill products, 105
26400—Converted paper and paperboard products; paperboard containers and boxes; building paper and boards, 222
27000—Published and printed materials, 185
28120—Alkalies and chlorine; industrial gases; and cyclic crudes, 293
28150—Dyes and inorganic pigments, 205
28180—Other industrial organic and inorganic chemicals, 359
28200—Plastics materials and synthetic resins, synthetic rubber, and other man-made fibers, except glass, 265
28300—Drugs, 258
28400—Soaps, detergents, and cleaning preparations; perfumes, cosmetics, and other toilet preparations, 174
28500—Paints, varnishes, lacquers, enamels and allied products; gum and wood chemicals, 213
28700—Agricultural chemical products, 287
28900—Miscellaneous chemical products, 232
29000—Petroleum and petroleum products, 132
30100—Tires and inner tubes; rubber footwear; reclaimed rubber, 140
30600—Fabricated rubber products, 245
30700—Plastic products, 186
31000—Leather and leather products, 213
32000—Glass and glassware, 162
32400—Cement, clay, and pottery products, 114
32700—Concrete, gypsum, plaster, and stone products; abrasive, asbestos, and miscellaneous nonmetallic mineral products, 185
33100—Primary metals and metal products—iron and steel, 270
33300—Primary metals and metal products—nonferrous: miscellaneous primary metal products, 167
34200—Cutlery, hand tools, and general hardware, 334
34300—Heating apparatus (except electric) and plumbing fixtures, 92
34400—Fabricated structural metal products, 171
34500—Industrial fasteners; metal stampings, 171
34700—Miscellaneous fabricated metal products, 147
35100—Engines and turbines, 195
35200—Farm machinery and equipment, 414
35310—Construction machinery and equipment, 252
35320—Mining machinery and equipment, 163
35340—Materials handling machinery and equipment, 181
35420—Machine tools, dies, accessories, and measuring devices, 367
35480—Metalworking machinery (except machine tools), 169
35510—Food products machinery, 197
35520—Textile industry machinery, 181
35530—Woodworking, paper, and printing industries machinery, 165
35590—Miscellaneous special industrial machinery, non-electrical, 290
35600—General industrial machinery and equipment, non-electrical, 333
35700—Office, computing, and accounting machines, 44
35800—Service industry machinery and miscellaneous non-electrical machinery, 306
36100—Electrical transmission and distribution equipment, 90
36200—Electrical industrial apparatus (motor, generators, industrial controls, welding equipment, carbon and graphite products, capacitors, rectifying apparatus, etc.), 166
36300—Household appliances, 149
36400—Electric lighting and wiring equipment, 179
36500—Electronic equipment for home entertainment; phonograph records and tapes, 130
36600—Communications equipment, 105
36700—Electronic components and accessories, 154
36910—Batteries (storage and primary), 144
36930—Electrical equipment for internal combustion engines and miscellaneous electrical machinery, equipment, and supplies, 151
37100—Automotive vehicles (chassis, bodies, and unassembled vehicles), 122
37170—Automotive vehicle parts and accessories; rebuilt engines and parts, 505
37200—Transportation equipment (except automotive), 208
38100—Professional, scientific, and controlling instruments, 266
38600—Photographic equipment and supplies, watches and clocks; jewelry, silverware, and plated ware, 101
39300—Musical instruments; toys, amusements, sporting, and athletic goods, 84
39500—Pens, pencils, and other office and artists' materials; costume jewelry; novelties and notions; miscellaneous manufactured products, 167

Visiting Buyers and Officials

AUSTRALIA—Dorothy Graff, Australian Department of Supply, 339 Swanston St., Melbourne, Vic., **interested in visiting training institutes, firms utilizing modern training methods and requesting technical information.** Jan. 5 via San Francisco for 11 weeks. c/o Dr. & Mrs. W. Rosenau, 191 Devonshire Way, San Francisco, Calif. 94131. Itinerary: San Francisco; Los Angeles; Chicago; Bloomington, Ill.; Lafayette, Ind.; Cincinnati; Detroit; Ann Arbour; Madison; Pittsburgh; Washington; Philadelphia; cities in New Jersey; New York; Syracuse; Houston.

GERMANY—Ferdinand K. J. Schwarz, Overseas Sales Manager, Leckermaeulchen-Fischkonservenfabrik Wilhelm Krakow, 2403 Leubeck, Fabrikstr. 37-41 or P.O. Box 169, **interested in contacting U.S. firms interested in importing firm's quality canned fish products and seeking U.S. manufacturers and exporters of tomato pulp, spices for sauce, iron and aluminum metal sheets for can manufacturing.** Jan. 2 via New York for about two months. c/o Dept. of Commerce Field Offices en route. Itinerary: 1/2-2/7 New York, Boston, Philadelphia, Baltimore, Washington, Los Angeles; 3/2-28 San Francisco, Portland, Seattle, Chicago, Detroit, Cleveland, Buffalo; 4/7 for indefinite time New York. WTD 11/67.

IRAN—Abbas Islami, Iran Fiber (Karkhaneh Fibre Islami), Babolsar, **interested in discussing possibilities of joint ventures with U.S. firms in field of fiber hardboard products and formica-type products.** Dec. 12 via Chicago for three months. c/o Hamid Islami, 520 N. 20th St., Milwaukee, Wisc. 53233. Itinerary: Chicago, Milwaukee, San Francisco, New York. WTD 3/10/66.

ISRAEL—Theodore N. Gaffney, General Manager, Agro-Pak Ltd., 10 Mikwe Israel St., Tel Aviv, **interested in automatic vending machines for foods, beverages, cigarettes, etc. for direct purchase or establishing joint venture, and requesting technical information on maintenance, use and servicing automatic vending machines.** Dec. 10 via New York for approx. six weeks. c/o R. Rikles, 511 5th Ave., New York, N.Y. 10017 or c/o Ezra Low, CPA, 9171 Wilshire Blvd., Beverly Hills, Calif. 90210. Itinerary: New York, Los Angeles, others to be arranged. WTD in preparation.

MOROCCO—M'Hamed Benamour, Tissages Bedamo, 14 Chemin des Glaieuls, Ain Sebaa, Casablanca, **interested in purchasing spinning and weaving equipment, polyester fibers, textile dyes and requesting technical information.** Jan. 2 via New York for 2-3 weeks. c/o James Everett Jr., Monsanto Textile Div., 350 5th Ave., New York, N.Y. 10001. Itinerary: New York, Hopedale, Mass., cities in North and South Carolina. WTD under revision.

SWEDEN—Mrs. Gunborg Wikmark, Dir., Wikmark Neon AB, Norrvagen 1, Viggbyholm, **interested in discussing with U.S. firms manufacture of neon signs and accessories for Swedish agency.** Dec. 18 via New York for four weeks. c/o Dept. of Commerce New York Field Office. Itinerary: New York, Buffalo, Washington, Las Vegas, San Francisco, Los Angeles, Minneapolis, Chicago, Detroit, San Diego. WTD in preparation.

New Books and Reports

***U.S. Commodity Exports/Imports as Related to Output, 1965 and 1964.* Published by the Bureau of the Census. Washington, D.C. 1967. 131pp. 65 cents.**

This report is the eighth in a series containing statistical information on the relation between U.S. domestic output and U.S. commodity exports and imports. It regroups and compares, according to the Standard Industrial Classification, statistics on exports of domestic merchandise, imports for consumption and domestic output.

Data are presented for approximately 1,010 export commodity classifications and some 670 import commodity classifications. Detailed tables show value data for agricultural, forestry, fishery, mineral, and manufactured commodity groups, and also quantity data where appropriate and available. Other tables provide summaries and highlights.

Write: Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402.

***Financing and Problems of Development Banking.* By J. T. Dock Houk. Published by Frederick A. Praeger, Inc. New York. 1967. 189pp. $12.**

One of the major problems in development finance—inflation—is examined in this book, which was prepared for the Fund for International Cooperative Development.

The author investigates the alternate policies open to a development bank during a period in which prices, including the price of foreign exchange, are rising. He concludes that it is possible to operate a financing institution during inflation, but not without special policies designed to maintain the value of the bank's assets.

The book also considers the capital requirements of a development bank: the amount of capital required; its proportioning between debt and equity; and sources of capital.

Write: Frederick A. Praeger, Inc., Publishers, 111 Fourth Ave., New York, N.Y. 10003.

***United States Customs and You.* Published by the Bureau of Customs. Washington, D.C. 1967. 40pp. 35 cents.**

Although addressed primarily to students studying their Government, this booklet contains much information that can be helpful to the international businessman. The first half is an outline of the new customs organization and its function, trends in international travel and trade during the past decade, and responsibilities of the Customs Service. The second half offers information about the customs inspector, the customs investigator, the Bureau's budget, and problems of tariff classification, undervaluation, and the assessment of penalties, and other functions.

Write: Superintendent of Documents, Government Printing Office, Washington, D.C. 20402.

***Taschenbuch des Offentlichen Lebens 1967.* Edited by Dr. Albert Oeckl. In German. 17th edition. Published by Festland Verlag G.m.b.H., Bonn. 700pp. $6.40.**

The latest edition of this annual handbook contains a comprehensive directory of names of over 8,000 leaders in German business, government, labor, politics, religion and the arts.

Also listed are the names and addresses of government agencies; business, trade and industrial associations; religious, labor and professional organizations; and organizations concerned with broadcasting, journalism, publishing and the arts.

All the changes which have taken place in the Federal and State governments, as well as West Berlin, in the past

Booklet on Morocco

The First National City Bank booklet on Morocco, described in this section Dec. 4, is available without charge to the bank's customers with specific interests in the area. To others the price is $1.50. Write: Public Relations Dept., First National City Bank, 399 Park Ave., New York, N.Y. 10022.

year are accurately reflected in the present edition. The publication is a concise, current reference manual of public agencies and services of importance in the salient areas of German public life.

Write: Festland Verlag G.m.b.H., 53 Bonn, Postschliessfach 649, Federal Republic of Germany.

***Israel and the Developing Countries: New Approaches to Cooperation.* By Leopold Laufer. Published by the Twentieth Century Fund. 1967. 298pp. Clothbound, $6; Paperback, $2.50.**

The author examines in depth what the small developing nations can do and are doing to assist one another, using Israel as an example. He sees Israel's experience as a help in working toward eventual peace in the Middle East.

Mr. Laufer rejects the conventional view that economic and technical assistance is almost entirely channeled from the rich countries to the poor. He proposes the establishment of a new institution of development assistance as a sort of clearing house of information and planning for both industrialized and emerging nations.

Write: The Twentieth Century Fund, 41 East 76th St., New York, N.Y. 10021.

***Kompass Italia 1966-67.* A Register of Italian Industry and Commerce. Rome. 2 Vols. 4,640pp.**

The 5th edition of the Directory of the Italian Economy contains up-to-date information on organization and production of listed companies, such as corporate form, location, branches, products, administration and capital.

Material is given in five languages: Italian, French, English, German and Spanish.

For further information **write:** Etas Kompass, Via Mantegna, 6, Milan, Italy.

***Invest in Rwanda.* Prepared by Ministry of Int'l Cooperation & Planning, Government of Republic of Rwanda; English edition printed by David Osler & Frank, Ltd., London. 1967. 81pp. Free.**

This guide to Rwanda's economy is one of the first compilations in English of significant basic data on the country's current economic stuation and investment potential.

The document discusses the potential for development of mineral resources, agricultural processing facilities and tourism, among other opportunities. Illustrated with graphs, charts and pictures, *Invest in Rwanda* also serves as a handbook of essential business legislation covering subjects from exchange control regulations to the mining code, and including the provisions of Rwanda's Investment Law.

A complimentary copy may be obtained by **writing:** Embassy of the Republic of Rwanda, 1714 New Hampshire Ave. N.W., Washington, D.C. 20009.

New Customs Journals

The following new International Customs Journals are available at the standard price of $3 for hard cover, 65¢ for microfiche.

Australia	PB 176 394
Burundi	PB 169 263-1
Malawi	PB 176 336
Sweden	PB 174 893-1

Write: Clearinghouse for Federal Scientific & Technical Information, U.S. Department of Commerce, Springfield, Va. 22151. (Attn.: Code 410.11.)

***Trade Preferences for Less-Developed Countries: An Analysis of United States Policy.* By Sidney Weintraub. Published by Frederick A. Praeger, Inc. New York. 1967. 225pp. $12.50.**

This study focuses on the potential benefits and costs to developing countries of preferential tariff treatment of manufactured exports.

Three types are examined: first, general preferences by most developed countries to most developing countries; second, selective preferences by particular developed to particular developing countries for selected products; third, preferences among developing countries.

Mr. Weintraub concludes that the potential costs of preferences by developed to developing countries—at least in terms of the U.S. trade policy—generally outweigh potential benefits. He suggests two U.S. policy alternatives which would give developing countries the advantages they seek from preferential tariffs.

Write: Frederick A. Praeger, Inc., Publishers, 111 Fourth Ave., New York, N.Y. 10003.

***Manufacturing Problems in India: The Cummins Diesel Experience.* By Jack Baranson. Published by Syracuse University Press. Syracuse, N.Y. 1967. $5.95**

The author analyzes the problems of technological transmittal in developing countries. Utilizing the case study approach, he describes the experiences of the Cummins Engine Co. in establishing and operating a diesel assembly plant in Poona, India.

Adverse economic conditions, government production controls and difficulties encountered by customer plants served to reduce the diesel market. India's effort to balance her foreign-exchange flow led to import controls and other restrictions. Another problem was the supply of some essential parts, which could not be imported or manufactured sufficiently.

The author points out pitfalls to be avoided by any company planning to begin operations in a developing country.

Write: Syracuse University Press, Syracuse, N.Y. 13210.

***Italy—The Region Friuli-Venezia Giulia: A Guide for Economic Operators.* Published by Assessor for Industry and Commerce of the Region Friuli-Venezia Giulia. Trieste. 1967. Free.**

This booklet, in English, outlines facilities and industrial development possibilities in Italy's Friuli-Venezia Giulia region, which centers on the port of Trieste at the head of the Adriatic. It contains numerous maps, bibliography, synopsis of regional investment incentive legislation and list of offices to contact for further information.

For a free copy of the booklet, **write** to: Assessorato all'Industria ed al Commercio, Regione Autonoma Friuli-Venezia Giulia, Piazza Oberdan, Trieste, Italy.

***National Income and Expenditure.* 1967. Published by Her Majesty's Stationery Office. London. 133pp. $1.50.**

This publication was prepared by the Central Statistical Office in collaboration with other government departments and the Bank of England. It contains estimates of the national product, income and expenditure of the U.K. for each of the calendar years 1956-66. Tables are included that give data back to 1938.

Write: Sales Section, British Information Service, 845 Third Ave., New York, N.Y. 10022.

☆ U. S. GOVERNMENT PRINTING OFFICE: 1967—301-958/24

Calendar *for international traders*

BATON ROUGE, La.—Jan. 16—First seminar of five-week series on How to Sell Overseas, Jack Tar Capitol House, 7:30 p.m. Sponsors: Jr. Chamber of Commerce, La. Dept. of Education, REEC, Dept. of Commerce.

BOSTON—Jan. 11—Foreign Trade Problems Round Table, Anthony's Pier Four.

BOSTON—Jan. 17—Int'l Center of New England annual world business perspective, Sheraton-Plaza Hotel, 12 noon-3 p.m. Guests: Gov. John A. Volpe; W. M. Roth, Special Representative for Trade Negotiations; Charles F. Adams, Raytheon Co.; Paul A. Schmid, Schmid Bros.

CEDAR FALLS, Iowa—Jan. 3—Foreign Trade Bureau meeting, Cedar Falls Chamber of Commerce, 10 a.m.

CEDAR RAPIDS, Iowa—Jan. 9—Foreign Trade Bureau monthly meeting and dinner, Roosevelt Motor Hotel, 6 p.m. Guest speaker: James Martin, director of Trade Development, Port of New Orleans. Sponsor: Cedar Rapids Chamber of Commerce.

CHICAGO—Jan. 9—Automotive Exporters' Club of Chicago, Builders Bldg.

CHICAGO—Jan. 11—Int'l Trade Club of Chicago, LaSalle Hotel. Speaker: Ralph Kraut, chairman, Giddings & Lewis Machine Tool Co., Fond du Lac, Wis.

CHICAGO—Jan. 16—In-Office Meeting, Commerce Field Office.

CHICAGO—Jan. 17—Chicago Midwest Credit Management Assn., LaSalle Hotel.

CHICAGO—Jan. 31—In-Office Meeting, Commerce Field Office.

COLONIE, N.Y.—Jan. 11—World Trade Council of Albany, Rensselaer, Saratoga and Schenectady counties luncheon meeting, Jamaica Inn, 12 noon.

DALLAS—Jan. 9—Meeting for Exporters luncheon, 12 noon, Baker Hotel. Speaker: **Richard Eisenmann, Trade Missions Div., Dept. of Commerce.** Sponsors: Dallas World Trade Council, REEC, Commerce Field Office.

KANSAS CITY—Jan. 9—Meeting for Exporters on U.S. Trade Centers, Prom Motor Hotel, 12 noon. Sponsors: Commerce Field Office, REEC, Int'l Trade Club.

KANSAS CITY—Jan. 11—In-Office Workshop for Exporters, Federal Office Bldg. Sponsors: Commerce Field Office, REEC.

Calendar deadline

Information for publication must be received three weeks before the date of the announced event. Include time, place, sponsoring organization and special topic, if applicable. Meetings must be open to the public in order to be publicized in this space. **Write:**

Managing Editor,
International Commerce
BIC-204
U.S. Department of Commerce
Washington, D.C. 20230.

KANSAS CITY—Jan. 25—In-Office Workshop for Exporters, Federal Office Bldg. Sponsors: Commerce Field Office, REEC.

MEMPHIS—Jan. 22—Businessmen's Consultation, **John D. Perkins, Commercial Officer, Milan/to Guatemala.** Sponsor: Commerce Field Office.

MILWAUKEE—Jan. 4—Milwaukee World Trade Club monthly meeting, Holiday Inn Central, 7 p.m. Speaker: Gov. Warren P. Knowles, reporting on Wis. Trade Development Mission.

NEW ORLEANS—Jan. 23—Businessmen's Consultation, **John D. Perkins, Commercial Officer, Milan/to Guatemala.** Sponsor: Commerce Field Office.

NEW YORK—Jan. 2—FCIB Roundtable Conference on Foreign Finance, Credit, Collection & Exchange Problems, Ben Franklin Hall, Advertising Club, 1:30 p.m.

NEW YORK—Jan. 3—Businessmen's Consultation, **Edmund F. Becker, Commercial Counselor, Bonn.** Sponsor: Commerce Field Office.

NEW YORK—Jan. 11—Overseas Automotive Club meeting, Summit Hotel, 12 noon.

OKLAHOMA CITY—Jan. 16—In-Office Workshop, Oklahoma City Chamber of Commerce. Sponsors: Oklahoma City Chamber of Commerce, REEC, Commerce Field Office.

PEORIA, Ill.—Jan. 25—Int'l Trade Seminar, Peoria Assn. of Commerce.

SAN FRANCISCO—Jan. 10—Export Finance & Insurance Seminar, Rm. 13216B, New Federal Bldg., 9:30 a.m.

SAN FRANCISCO—Jan. 17—General Export Seminar, Room 9207, New Federal Bldg., 9:30 a.m.

TULSA—Jan. 17—In-Office Workshop, Tulsa Chamber of Commerce. Sponsors: Tulsa Chamber of Commerce, REEC, Commerce Field Office.

WESTBURY, N.Y.—Jan. 16—World Trade Club of Long Island initial meeting, Westbury Manor, 12 noon. Speaker: Kenneth Gott, editor, *Business International.* Topic: Organizing for International Sales.

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